TRADE AND INDUSTRY

10 February 1972 Volume 6 No 6 10p

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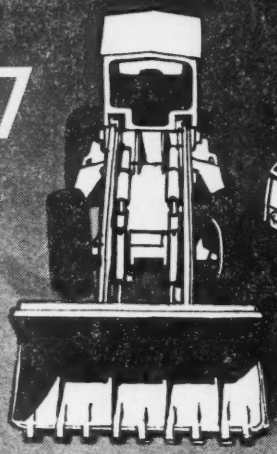

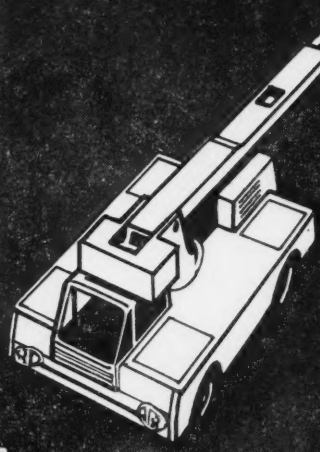

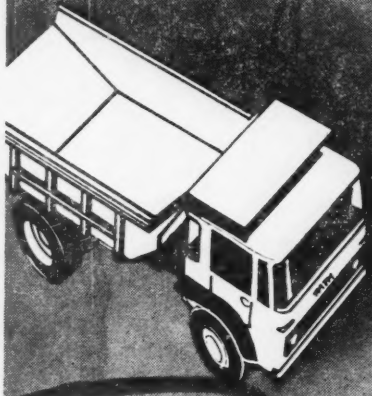

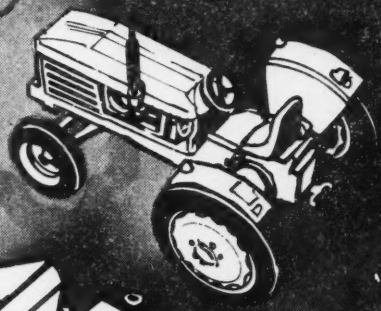

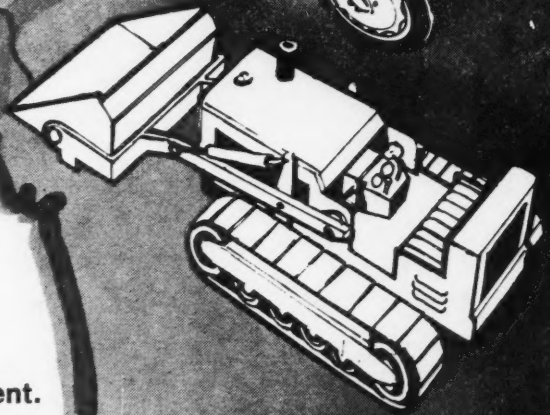

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The Nigerian market

by L. F. Hope, OBE, Counsellor (Economic and Commercial), British High Commission, Lagos

Spectacular growth

FEW countries in the world can have achieved during the past two years greater expansion than Nigeria, both as a total market for imported goods and for British exports in particular. Nigeria's total imports have risen from £N249 million† cif in 1969, to £N378 million in 1970, to £N538 million in 1971—an increase of more than 116 per cent on 1969 figures. During the same period, British exports have doubled—from £79 million fob in 1969, to £114 million in 1970, to £165 million in 1971, thus bringing Nigeria to fifteenth in importance amongst Britain's export markets in the world.

This spectacular market-growth is perhaps even more remarkable against the background of the Civil War in which the country was involved for two and a half years and which was concluded as recently as January 1970. But it was because of the war that demand was compressed and, when this pent-up demand was released, an immediate post-war boom resulted. This was given an orderly impetus in November 1970 by the issue of the four-year (1970/74) National Development Plan, which aims at total development expenditure of nearly £N1,600 million. Further impetus was given to economic prospects and possibilities by the growing realisation of the value of Nigeria's oil wealth and what had been thought of as perhaps a rosy future started, in early 1971, to become reality.

Improved payment terms

Concurrently with the expansion of the market during the past two years, Nigeria had to struggle with a 'backlog' of over-due exchange payments for imports. During the Civil War, the Federal Military Government of Nigeria (FMG) resorted neither to loans nor credit for arms and warlike stores from abroad, but paid for these in cash, thus reducing the availability of foreign exchange for imported merchandise. With the expansion of the post-war market, the 'backlog' of payments rose rapidly to a formidable total of some £N220 million by March 31, 1971. The FMG then called a halt and, with one bold stroke, removed virtually all restrictions from imports; promised the complete liquidation of the 'backlog' within 12 months; and placed all new imports on exchange-payment terms of either 90 days (essential raw materials for industries, drugs and pharmaceuticals and certain basic items) or 180 days (for all other goods except plant and machinery from £N25,000 upwards for which negotiated credit of one to seven years is required) from the date of customs clearance in Nigeria. Since April, 1971, the FMG have, without recourse to any borrowing, made six exchange allocations, amounting in all to £N185 million, to outstandings in the old 'backlog' and have allocated exchange to 90 and 180 day bills for current imports on or before maturity. Only about £N35 million now remains in the 'backlog' and it can confidently be expected that this small balance will be cleared by March 31 next and that exchange-payments for current imports will continue to be made on time.

† *Rate of exchange: £N1 = £Stg 1.17*

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. Next week sees the first of two articles on Belgium.

An unusual British export cargo carried by Tradewinds Airways, a Gatwick-based independent airline, was a group of 20 Alsatian dogs purchased from kennels in this country for the Nigerian police force. The dogs, aged between nine and twelve months, will be trained by the police in Nigeria. They were flown in a Tradewinds CL-44 freighter from Manston to Lagos, the shipment being arranged by the Crown Agents.

The importance of oil

This creditable achievement in bringing Nigeria almost to the end of her exchange-payments problem, is indicative of the sound management by the Nigerian financial authorities in the external sector in handling the greatly-increased revenues from growing crude oil production. These revenues, enhanced by an increase in the posted price and other benefits negotiated between the FMG and the oil-producing companies in April 1971, are now running at a level of some £N350 million a year in foreign exchange and a higher level can be expected as production increases. Already, oil production has risen in the past two years from 600,000 barrels per day to some 1,685,000 barrels per day by six producing companies, both on and off-shore, and Nigeria is amongst the top 10 oil producers in the world. Exploration and development are continuing apace and the FMG have established a National Oil Corporation which, in addition to being the vehicle for Government participation —both actual and planned—in all sectors of the oil industry, is also to explore and develop the many new off-shore oil concessions which have been reserved for the public sector.

Growth sectors

The increase in Nigeria's imports has been spread widely, particularly since the virtual removal of import restrictions on

(*continued on next page*)

April 1, 1971. The main growth sectors have been the following broad groups and the major increases in British exports have, by and large, also followed this pattern:

	Total Nigerian imports (£Nm cif)			British exports to Nigeria (£Stg fob)		
	Year 1969	Annual rate 1971	In-crease %	Year 1969	Annual rate 1971	In-crease %
Machinery (non-electrical)	29.6	108.0	265	11.4	33.5	194
Transport equipment	27.0	69.7	158	11.9	26.8	125
Electrical machinery	16.6	37.4	125	6.6	14.9	126
Medicinal and pharmaceutical	8.8	19.2	118	5.0	10.4	108
Chemical elements and compounds	5.8	13.1	126	2.2	3.8	73
All other imports/exports	166.7	272.9	64	44.2	74.4	68

During the next two years, although imports of consumer goods may stabilise or even, in some cases, fall back a little, demand in the main growth sectors is likely to increase, or at least to continue at a very high level, particularly for road-making and construction machinery and equipment, commercial vehicles including buses, and for building materials of all kinds.

Private sector

For production machinery in the private sector, demand will grow as plans for further extensions and for new factories get under way. These are likely to mature piecemeal, largely with expatriate capital allied to indigenous enterprise and with the source of the machinery determined by the origin of the overseas investment. For small-scale indigenous enterprises, which are expected to emerge in increasing numbers, there is a demand for small-batch machinery for a wide variety of items ranging from the production of nails to the processing of agricultural produce of all kinds. The FMG have authorised the establishment of local plants for the assembly/progressive part-manufacture of Volkswagen and Peugeot passenger cars which may take 18 months or so to get under way. Ancillary supplies for these plants are likely to be sought locally in an increasing range, which can be expected to give rise to a demand for machinery for the small-scale production of vehicle accessories etc. No end can be seen to the amount of new building required in Nigeria and the need of additional hotels has become acute. Already, the establishment in Lagos of a new 500-room hotel has been announced—this is a joint venture between the Lagos State Government (51 per cent), Occidental Petroleum Company and Holiday Inns of the USA.

Public sector

In the public sector, demand can be expected to follow the pattern set out in the four-year Development Plan, but although it is clear that the spill-over to the next Plan-period

Lagos city transport service operates a fleet of Leyland single-deckers. Large schemes are beginning to mature in all spheres of communication, including roads.

will be quite substantial, it is too early yet to assess the actual progress achieved so far. The second oil refinery and the purchase of medium-haul aircraft by Nigeria Airways, both of which have been under consideration for some time, are still undecided although consultants are now examining the former. A decision is expected shortly, however, on the purchase of 22 shunting locomotives by Nigerian Railways and tenders have been invited by the Niger Dams Authority for additional turbines and generators for the Kainji Dam powerhouse. Other sectors in which large schemes are beginning to mature are telecommunications, electricity transmission and distribution, ports, water supply, roads and inland water transport. Plans are also under consideration for a new, enlarged international airport at Lagos, following more immediate arrangements already in hand for extending the existing runway. Tenders are expected shortly to be invited for a large extension of the Nigerian Broadcasting Corporation's network, on which consultants have been working for some time. Consultants have also been appointed for three new berths at Apapa Port and tenders are likely to be invited during the next 12-18 months.

Agricultural development

In the Agricultural sector, several schemes are projected for bringing more land under cultivation and are being, or are likely soon to be, surveyed. These include the Niger River area below the Kainji Dam, the Benue River basin, including the Gongola Valley scheme which the Nigerian authorities envisage will include a dam. Most of the infrastructure schemes in the public sector involve feasibility studies as the first stage and are likely to take time to mature. Tenders are, however, likely to be invited and contracts and subcontracts placed, throughout the next two years.

Development expenditure in the public sector is by no means restricted to the FMG. Each of the 12 States has its own programme of development within the National Plan and there are thus, in addition to the FMG, 12 spending points spread throughout the country which, together, account for £N470 million out of the total planned public sector expenditure for 1970/74 of £N1,025 million. Planned expenditure by State Governments is widespread—on agriculture (including farm mechanisation), forestry, transportation, town and country planning, water and sewerage, etc. Water is a particularly vital sector and large water-supply schemes are now getting underway in Zaria and Katsina in the North-Central State; an irrigation scheme is planned in Kano State; and, in Lagos State, in addition to existing schemes for immediate improvement, a large extension to the water supply is planned and consultants are expected soon to be appointed. A vast,

(*continued on page 242*)

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long-term wastes disposal and drainage project for Ibadan in Western State (£N4 million has been entered for this in the Development Plan), is now in its first 'immediate measures' stage designed to alleviate sanitation problems and to improve, *inter alia*, refuse collection and disposal systems.

The public sector (Federal and States) is being assisted by aid from the International Bank for Reconstruction and Development and many donor countries. In addition to continued technical assistance at about £1.5 million a year, a new tranche of British capital aid for Nigeria's Development Plan has been arranged to the extent of £13 million. This includes £3 million, most of which has already been committed, for the provision of miscellaneous capital goods. The remaining £10 million is for application to projects agreed between the British and Nigerian Governments. It is, however, the policy of the FMG to invite tenders on an international basis for all large public-sector projects and to apply to the lowest acceptable tender aid from that tenderer's country.

In what can be regarded as the public industrial sector, iron and steel, petrochemicals and fertilisers have been reserved for 'direct public sector control' and the FMG are to hold at least 55 per cent of the equity of producing companies when these are established. A new statutory body known as the Nigerian Steel Development Authority was established by decree in April 1971 and what may turn out to be medium to long-term plans are under consideration for the establishment of an iron and steel plant. An £N8.6 million joint-venture for the production of liquefied petroleum gas at Port Harcourt has been announced between the FMG (60 per cent) and the Guadalope Gas Products Corporation of Texas. Other schemes for the production of LPG, of LPG and ethylene, of liquefied natural gas, and of ammonia are being looked at by the Nigerian authorities. Consideration is also being given to the establishment of a single super-phosphate plant in the north for which a feasibility study by consultants is nearing completion.

During the past two years Nigeria has been very largely a seller's market in which availability and delivery dates have been far more important than price, design and performance. In some cases during this period, it was the supplier's ability to finance new and greatly-increased business whilst large sums of foreign exchange remained outstanding in the old 'backlog' which determined performance rather than market demand; this factor operated against traditional suppliers and favoured new entrants who had less at stake. British suppliers, however, although carrying heavy outstandings in the old 'backlog' were, in conditions of very strong demand in the market, able to hold their own and achieve exports of £165 million in 1971.

From preponderance in colonial days, the British performance in the Nigerian market has more recently settled down to the more natural share-range (30 to 35 per cent) of a principal supplier to a market in which no tariff, or other preferences, exist and which is virtually wide-open to all-comers (special licensing of goods from Japan and other Far East sources was abolished on April 1, 1971). The competitive pattern of the seven leading suppliers from 1968 to June 30, 1971 (latest detailed import figures available) has been as follows:

	1968 %	1969 %	1970 %	1st half 1971 %
UK	31.0	34.7	30.7	31.1
USA	11.5	11.8	14.5	15.1
Germany	11.0	10.6	13.0	11.7
Japan	3.7	3.8	6.3	8.3
Italy	7.2	5.4	4.8	3.9
Netherlands	4.0	4.7	3.5	3.3
France	3.7	3.2	3.3	3.7

When the pattern emerges for the complete year of 1971,

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imports from the Far East are likely to show an increase and there may be a change in the juxtaposition of some of the seven; but the British share is not expected to show much change.

The next two years are likely to be years of consolidation, with natural market-forces having fuller play. Imports are likely to level out, although on a high plateau of perhaps £N550/600 million a year. With the initial post-war upsurge of urgent demand easing and medium-term plans for projects coming to the fore, the market can be expected to become more conscious of price, design and performance in all sectors. At the same time, the improvements—and the possibility of further improvement—in Nigeria's terms of payments have made the market more attractive to new foreign exporters. Stronger competition must therefore be expected from all sources, including the Far East.

Action to be taken

What has been acceptable in the past, may not necessarily be required now and alternatives from many other sources are being offered. The new needs of the market must be studied more closely. So must prices and delivery dates; design and performance; and, particularly, the supply of spares and the provision of servicing support.

During the present gestation period of large capital projects, visits to the market will be of more than routine importance in order that particular requirements can be identified and studied well in advance of tendering. Closer co-operation with local agents will also be necessary and visits by principals should be made, not so much as supervisors, but as additional sales task-forces. In general, traditional British suppliers have so far had the pick in Nigeria of agents and distributors who, with no increase in middle and senior-grade staff in most cases, have achieved double and sometimes treble the turnover on behalf of their British principals during the past two years. In the case of expatriate concerns distributing machinery and technical equipment in Nigeria, a redisposition of capital and, in some instances, of activity will be necessary in terms of the FMG's policy on indigenisation, details of which are expected shortly in the form of a decree with which compliance is to be compulsory.

British exporters who are new to the Nigerian market should pay particular attention to the selection of agents, for which more indigenous candidates can now be expected to emerge. In all cases of direct orders from new customers, reports on their financial standing should be obtained before proceeding.

The way ahead

Nigeria, with its population of some 65 million people, its oil, its development schemes and its improved payments, is no longer just a market of promise for the future. It is now a vast market in reality, to which the eyes of the whole world of commerce and industry are starting to turn; and its future is now of consolidation followed by further growth. Traditionally, British manufacturers have been Nigeria's principal suppliers. They maintained their faith in Nigeria's future during the difficult days of the Civil War and the 'backlog' of payments and held their position well in the great increase in trade that has taken place during the past two years. But they must now prepare for the really hard sell ahead. In the large new Nigerian market, there is no room for complacency and nothing should be taken for granted.

Third London airport the key to wider development

THE Government have been considering the scope for associating other forms of development with the airport at Maplin and the possibilities of involving private capital. The Secretary of State for the Environment, Mr. Peter Walker, told Parliament on February 2:

'In considering the nature and scale of possible developments, we have had regard to the need to ensure high environmental standards in carrying out the whole undertaking, including the consequential housing and other developments which would be required in South Essex.

'The airport will be a key factor in the success of any wider development at Maplin. It must be built to the highest standards and supported by first-class road and rail links. We are planning to have the first runway by 1980 or earlier if practicable.

'There is no objection in principle to seaport development at Maplin, and we are informing the Port of London Authority that it is free to put forward firm proposals for detailed scrutiny under the Harbours Act, 1964.

'We do not think it would be appropriate for primary industry such as steelworks, oil refineries and petro-chemical works to be located at Maplin, whether in association with a seaport or separately, both on the grounds of regional policy and because development of this kind would create serious problems of incompatibility with a large international airport.

'It is too early to take decisions about promoting a large industrial estate as part of the Maplin complex. It would create very real regional problems. We think that options should be kept open and that demand for secondary industry, hotels, offices and other commercial development which may be expected to grow following the opening of the airport should be considered as it arises in the light of our regional, industrial and environmental policies and our developing relationships with Europe. To this end we are examining the engineering, cost and hydraulic implications of a method of reclamation which would allow land to be reclaimed by stages as and when needed.

'We consider that although it may be highly desirable to involve private capital in the Maplin projects the nature of the project, its long time scale, and the crucial issues of Government policy that it raises necessitate substantial public sector commitment and control. We are giving further consideration to the machinery required and the best means of engaging private capital at the appropriate time.'

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Government target of 100,000 trainees a year

A MASSIVE expansion of opportunities provided by the Government for people to train for new jobs was announced on February 1. The Government's target is to train 100,000 people a year as soon as possible and, as a first step, no fewer than 60,000-70,000 by 1975.

The new Training Opportunities Scheme is part of a major reorganisation of industrial training proposed in 'Training for the Future—A Plan for Discussion' published by the Department of Employment, and available free from Local Employment Offices.

The consultative document follows a review of industrial training in the context of manpower policies generally.

The Government's proposals are designed to meet two requirements for industry and for the individual. First, to ensure that enough workers with the requisite skills are available in the right places at the right time to do efficiently the jobs needing to be done. Secondly, to provide better opportunities to individuals to develop their skills and use their abilities to the full.

As well as the Training Opportunities Scheme, the document proposes:

the phasing out after 1972-73 of the Industrial Training Board (ITB) levy/grant system, to enable boards to concentrate on advisory and standard-setting work;

an independent National Training Agency, responsible to the Secretary of State for Employment for all training activities, running the Training Opportunities Scheme and co-ordinating and complementing the work of the ITBs.

Points from the document are:

Training to meet the needs of individuals

The Government is going ahead with a massive expansion in the training facilities for individuals.

Trainees will receive adequate allowances and, if they have to move to get a job, financial assistance in addition to the normal moving aliowances.

Government Training Centres will be expanded and immediate provision is being made for an extra 3,000 places; there will be greater use of employers' facilities; the Government will also seek the co-operation of the education service in providing more courses in Colleges of Further Education.

The range of courses will be greatly increased.

A much greater effort will be made to market these services.

Training to meet the needs of industry

The work of ITBs in identifying particular training needs, providing advisory services, setting sound training standards, developing good training programmes and encouraging group training schemes must be expanded.

The levy/grant system should be phased out.

Selective grants would be introduced to give a stimulus to key training activities.

A National Training Agency

The proposed independent National Training Agency would run the Training Opportunities Scheme, co-ordinate the work of the boards, provide advisory services and set training standards for employment not covered by the boards and for occupations which cut across industrial boundaries. Special attention would be paid to management training.

The Agency would:

finance the work of the boards and employ the staff required to carry out their programmes;

operate selective schemes for financial incentives in key training activities;

take full account of educational considerations.

Cost

The annual running cost of the Training Opportunities Scheme in 1975 would be about £60 million. The operating costs of running the selective grants scheme, and providing advisory services might be between £25 million-£40 million a year. The National Training Agency would be financed through the Department of Employment.

During a recent visit to Cumberland, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, visited the Salterbeck printing works of Smith Brothers (Whitehaven) Ltd. In this picture Mr. Ridley (right) is seen with Mr. Philip Dixon (centre) managing director of the Peter Dixon Group and Mr. Leslie Wigham, technical director.

Small firms as efficient as large ones

THERE is no significant difference between the economic efficiency of small firms and that of large ones, according to a research report (Research Report No. 18 *The Relative Efficiency of Small and Large Firms*, HMSO, price 55p net.) commissioned by the Bolton Committee of Inquiry on Small Firms and published on January 31.

The study, by Douglas Todd, now Senior Economic Advisor with the Monopolies Commission, concludes that 'if large firms tended to be more efficient, then any really significant and continuing difference would have resulted in a much more rapid concentration of business activity in the hands of larger business than we have witnessed. Small firms still account for a considerable proportion of the nation's output.'

Available evidence

The first part of the report summarises the available evidence on firm size and profitability, which indicates that when 'positive income companies only are considered, then a weak inverse relationship . . . is observed.' That is to say the smaller the company the higher the rate of return, but the variability of profit appears to be greater among small firms.

Profitability, however, is not a satisfactory measure of economic efficiency and the remainder of the report attempts to test more sophisticated methods of returns on all the factors of production employed, using data derived from the Committee's postal questionnaire survey.

Eighteen research studies were commissioned by the Committee and three more of the reports in this series have yet to appear. Number 3, *Small Firms in the Manufacturing Sector*, will be published shortly, and numbers 16 and 17 on the Committee's Questionnaire Survey aie due to appear in the spring.

Reprints of 'T & I' Articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

Beaver Cowell and Partners Ltd., 86/88 Queen Victoria Street, London EC4V 4BH

Coyne Investment Management Ltd., 26 Gilbert Street, London, W.1

Clive Investments Ltd., 1 Royal Exchange Avenue, London, E.C.3

Fruin Securities Ltd., 38 Fruin Court, Newton Mearns, Glasgow

Anthony Woodward Furse (Rathbone Brothers & Co.), Castle Chambers, Castle Street, Liverpool

Europension Ltd., 4 Great St. Helens, London EC3P 3EP

M. J. H. Nightingale & Co. Ltd., 10 Dry Hill Park Crescent, Tonbridge, Kent

Changes of name

Second City Securities Ltd. has changed its name to Chancery Guarantee Ltd.

Changes of address

Chancery Guarantee Ltd. (formerly Second City Securities Ltd.), Bank House, Charlotte Street, Manchester M1 4EU

C. P. Choularton Sons & Partners Ltd., Ashley House, 30 Ashley Road, Altrincham, Cheshire WA14 2DW.

Mekie and Co. Ltd., 4 Savoy Place, London WC2R 0BN

Exempted dealers

Changes of name

The Chase Manhattan Executor and Trustee Corporation Ltd. has changed its name to Chase Manhattan Bank Trust Corporation Ltd.

Lombard Banking Ltd. has changed its name to Lombard North Central Ltd.

AUTHORISED UNIT TRUST SCHEMES

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of management company	Name of scheme	Name and address of trustee
M. & G. (Scotland) Ltd. 120 St. Vincent Street Glasgow, C.2	The Clyde Conversion Trust Fund	The Govenor and Company of the Bank of Scotland The Mound Edinburgh 1
Portfolio Fund Managers Ltd. 10 Charterhouse Square London EC1M 6JU	The Private Portfolio Fund	The Governor and Company of the Bank of Scotland The Mound Edinburgh 1
Alben Trust Managers Ltd. 14 Finsbury Circus London EC2M 7DS	Alben Income Trust	The Royal Bank of Canada Trust Corporation Ltd. 30-32 Ludgate Hill London EC4M 7ND

Changes

Janus Income Fund has been termined.

The name of Surinvest Raw Materials Fund has been changed to Coyne Growth Fund.

The name of Unicorn Progressive Unit Trust has been changed to Equitas Progressive Trust and the Managers of Equitas Progressive Trust have been changed from Barclays Unicorn Ltd. to Equitas Securities Ltd.

The name of Oceanic Unit Trust has been changed to Oceanic Growth Unit Trust.

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Sunlight Wharf, Upper Thames Street, London, E.C.4.

Telephone: 01-236 5050.

Telex: Transport Ldn 887282/3.

Metrication White Paper—a summary

'THE move to metrication has taken place over many years but the Government believe that the time has now come when they must act to ensure the orderly completion of the process'. This is stated in the Metrication White Paper† published on February 7. Commenting on the 'compelling economic reasons' for the change the White Paper states: 'The Government in any case regard it as most desirable in the interests of our economic prosperity that the maximum practicable progress towards the Metric System should be made within the next few years. The Government will not hesitate to take whatever steps are necessary to protect the consumer during the period of changeover and to reduce to a minimum any difficulties which the introduction of the new system may cause.'

Recalling that metric measurement for the great majority of purposes has been lawful here at least since an Act passed in 1897, the White Paper says: 'So there can be absolutely no question of "metrication by stealth", nor is there any lack of Parliamentary authority for the way in which it has been becoming more generally adopted. This has been a gradual process, proceeding item by item and that is the way it will continue.'

Trade and economic aspects

Considering the trade and economic aspects of metrication the White Paper records that the use of metric measurement is spreading rapidly throughout the world. It is used exclusively on the Continent of Europe and all the major Commonwealth countries and South Africa have changed or are changing to it. The Government of the United States of America has recently recommended a changeover to metrication. 'Between them the countries which have gone or are shortly to go metric are already taking 80 per cent of our exports'.

The impact on metrication of Common Market membership is fully set out in an Annex, and reference is made to a recent Directive setting the target date of January 1, 1978, after which only a prescribed system of metric units may be used throughout member states. 'In due course, as a member of the enlarged Communities, the terms of the Directive will come to be applied here as well, but we shall naturally need a long period in which to complete the changeover'.

The agreement reached with the Community is described in detail. The White Paper says that a list of Imperial units used in our legislation shall be added to the Directive and that decisions should be taken by agreement before August 31, 1976, into which Chapter of the Directive these Imperial units should go. Those on which no decision is taken by then will automatically remain authorised for use until December 31, 1979. The Community have also agreed that it will be possible to extend the period of use where special considerations justify it.

In setting out a historical perspective and summarising progress on metrication in many fields, the White Paper states: 'British industry voluntarily has gone a long way towards adopting metric specifications for home and export production. It was expected that in the main the broad programme for the process would be completed by the end of 1975. This still seems a reasonable aim and it is one which has the support of the Government but it is recognised that detailed examination of particular industries' problems may make an earlier or later date preferable.'

No 'M Day'

There will be no 'M Day' for metrication. 'But people will become much more aware of it—and more familiar with it—as foodstuffs and household goods measured in metric sizes and quantities come into our shops from our own manufacturers as well as from the Continent and from other metric countries'.

Examining the impact of metrication on the consumer, the White Paper acknowledges the difficulties it might cause for older people and for the housewife, particularly in judging value for money. 'The Government intend to take action to ensure that the marking of sizes and quantities is absolutely clear and will consider how best the housewife can be given information to enable her to continue to judge value for money.'

The Government will consult trade and consumer interests on the best means of enabling the shopper to compare value in both Imperial and metric quantities. At present the weights and measures Act prescribes standard Imperial package sizes for butter, sugar, tea and flour, and numerous other goods, if prepacked before sale. Other prepacked goods not so prescribed must have their weight and capacity marked in Imperial measurement (some indeed already show the metric equivalent).

Where standard Imperial sizes are prescribed, 'the Government propose, after due consultation with the industry and with consumer interests, to introduce legislation which would permit a range or ranges of round metric quantities also to be used. Orders would be laid before Parliament for its consideration. In due course Imperial sizes may therefore fall into disuse'. So far no range of standard metric sizes has gained authoritative approval from the EEC but it seems likely that an agreed range will emerge. For those not now prescribed, 'the Government would propose to introduce legislation which would require, at least for the next few years, that both metric and the equivalent Imperial units should be used in these cases'.

The outcome of this series of changes, states the White Paper, should be a simpler range of sizes which will assist the consumer. By facilitating the export of our own products without involving special packaging this should tend to reduce unit costs and thereby in the long run help to keep prices down. Additionally, as a further aid to the consumer, the Government will require the new metric packs to be distinctively marked. It is hoped that all manufacturers will do this voluntarily, but if necessary the Government will use their powers under the Weights and Measures Act to ensure that this is done. The Government expect that normal economic pressures, the change to metric in other foodstuffs, and industrial usage will promote the use of metric weights over the years.

Beverages

On beer, cider, spirits and milk the White Paper states: 'The Government have no wish to discourage the sale of draught beer by the pint. Equally they see no reason to forbid its sale by measures of a litre or its sub-multiples. Similarly, the sale of metric measures of gin, rum, vodka and whisky would be permitted in licensed premises.' But, to avoid the risk of confusion to customers, 'It would probably be undesirable to allow both Imperial and metric measures to be used in the same bar'.

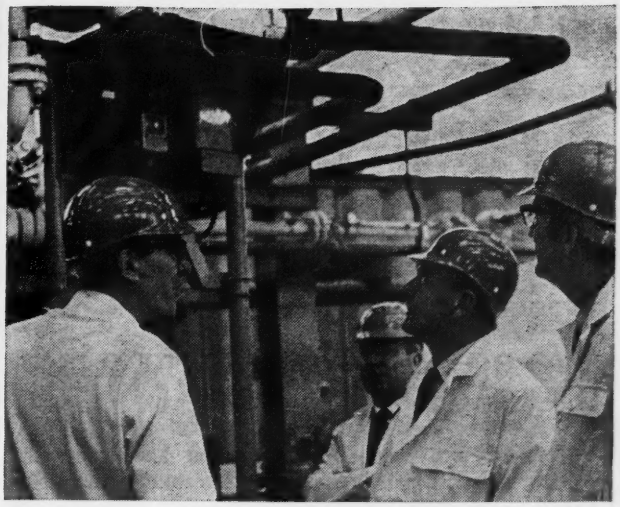
The Government has no plans to make any changes at present in the sale of milk, and the White Paper points out that, although industry is giving thought to future arrangements for the sale of milk, it has not yet made firm plans.

In agriculture and horticulture it is accepted that it is no longer feasible to regard 1973 as the target date for the introduction of the Metric System. Farming organisations have undertaken to hold further discussions within the farming community about possible future plans and subsequently to consult Government Departments. The views of the supplying and marketing organisations concerned will also be taken into account. Because of our obligation to adopt the Community system of agricultural support when we become a member of the EEC, careful co-ordination of the timing of any plans for the adoption of the Metric System will be necessary during this period of transition.

The present system of speed limits and other road signs is unlikely to be changed for a long time to come. The most expensive operation within the field of public administration will be the conversion of all road signs showing miles to kilometres. The cost of conversion for all road speed signs, which would need to be done as one major operation, is likely to be about £2 million, and appreciably more for all signs indicating distance.

There can be no specific point at which education as a whole goes metric. The use of metric units in the curriculum is a

† Metrication White Paper: Cmnd 4880 HMSO 26½p.



Mr. Michael Noble, Minister for Trade, visited Nottingham on January 28 to see something of the city's contribution to Britain's export success and to attend the annual dinner of Nottingham Chamber of Commerce and Industry. In the picture on the left Mr. Noble (left) is seen with Mr. Paul Grainger, merchandise manager and Mr. Henry Gray, export director, at Martin Emprex Ltd., one of seven companies comprising the Albert Holdings Ltd. Group, which is one of the largest independent companies manufacturing and distributing lingerie etc. Exports last year rose to £500,000. Picture on the right, shows the Minister (centre, foreground) at the head office of the Boots Co. Ltd. at Beeston. He is with Mr. Buxton (left), chemical production manager, and Mr. A. G. S. Wilkes, production director. Last year Boots' direct exports increased by 24 per cent.

matter for Local Education Authorities and teachers. Steady progress has been made over the past years by the educational profession by training students in the use of metric units. More than half of the Local Education Authorities in the country have run training programmes and almost all have made other special arrangements for training.

The White Paper points out that the degree of retraining for metrication will vary from one company to another depending on their activities and products and the pace at which a particular industry is changing to metric usage. At lower levels the amount of retraining needed by an individual is usually small and it is a task of the Industrial Training Boards to meet and anticipate the needs of their particular sectors.

The Metrication Board

Referring to the role of the Metrication Board, which was established in 1969, the White Paper States: 'Progress to metrication cannot be a haphazard affair left to individual whim and decision. It is in everybody's interests therefore to ensure that it takes place in a well-ordered and proper manner'. To see to this is the job of the Metrication Board, which acts under the authority of the Government and will continue to do so, concentrating on its dual role of co-ordinating the process of the changeover in particular sectors of industry and giving general publicity to it. The Board has no power to require anybody either to make or to implement programmes. The Government have reviewed the working of the Metrication Board and have concluded that the reasons which led to its establishment are still valid.

On the cost of going metric there are very few assessments available prepared by individual firms, and the few that are available are not comparable because different criteria have been used. The actual costs depend on a wide range of events and decisions throughout the period of the change and in many cases these decisions have yet to be taken. It is not possible to aggregate or make worthwhile generalisations from the few costs that are known. 'There have been several unofficial estimates of the global cost of metrication never supported by any statistical evidence. No well-founded estimate exists or could exist'.

In discussing the importance of correct timing for the change over to metric the White Paper observes that: 'Once the change is made the benefits last indefinitely. Also potential losses of staying Imperial mount cumulatively in the loss of markets and customer goodwill if the change is unduly delayed.' It accepts that the optimum time for the changeover varies from firm to firm and depends on many factors, some of them internal such as the life span and age of existing plant, some of them external such as the plans of suppliers and customers.

Proposed acquisition of Glaxo Group by either Boots Co. Ltd. or Beecham Group Ltd.

THE Department of Trade and Industry have decided to refer the proposed acquisition of Glaxo Group Ltd. by either The Boots Co. Ltd. or The Beecham Group Ltd. to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act 1965.

Arrangements are being made for the proposals to be held in abeyance during the period of the investigation. The Commission are being required to make their report within five months.

Formal references made to Monopolies Commission

Following the publication above of the decision to refer the proposed acquisition of Glaxo Group Ltd. by either The Boots Co. Ltd. or the Beecham Group Ltd. to the Monopolies Commission, the Department of Trade and Industry announce that the formal references were made on February 4.

In order to minimise uncertainty in the circumstances of the bids the Department are on this occasion using their powers under the Monopolies and Mergers Act to prevent acquisition of stock of Glaxo Ltd. by either of the bidding companies.

The Department have, on February 4, made and laid before Parliament Orders under Section (11) of the Monopolies and Mergers Act 1965 in respect of both proposed acquisitions.

Dealings in stock of Glaxo Group Ltd. which are the subject of agreements made before February 5 may be completed provided that they are not made pursuant to any general offer addressed to the members of Glaxo Group Ltd. by either Hill Samuel & Co. Ltd. on behalf of Beecham Group Ltd. or by J. Henry Schroder Wagg & Co. Ltd. on behalf of The Boots Co. Ltd.

Notes

Similar orders were made on the occasion of the only previous reference involving two offeror companies for the same company—the proposed acquisition in 1966 of Amalgamated Dental Co. Ltd. by either the Dental Manufacturing Co. Ltd. or the Dentists' Supply Co. of New York.

The order, unless previously revoked, will cease to have effect:

(a) 40 days after the report of the Monopolies Commission on the proposed merger of the two companies is laid before Parliament; or

(b) on the failure of the Commission to report within the period allowed.

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Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SH, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 17.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	1,5-Dichloroanthraquinone	as in previous column	December 31, 1972	13852
29.22	2,6-Dichloro-4-nitroaniline	as in previous column	December 31, 1972	13849
	N-Ethyl-*m*-toluidine	as in previous column	December 31, 1972	13848
29.23	1,3-Diaminopropan-2-ol	as in previous column	December 31, 1972	13860
29.29	Benzamido-oxyacetic acid	as in previous column	December 31, 1972	13857
29.35	Piperazine dihydrochloride	as in previous column	December 31, 1972	13861
29.37	Sulthiame	as in previous column	December 31, 1972	13174
29.39	17β-Hydroxy-17α-methyl-androst-4-en-3-one	as in previous column	December 31, 1972	13855
37.01	Photographic plates on a glass base of flatness 0.001 inch or less per linear inch, of thickness between .058 inch and .072 inch, of length 2¼ inches and of width 2¼ inches, with an emulsion on one side and an anti-halation layer either incorporated in the emulsion or on the reverse side: the emulsion being between 5 and 7 micrometres thick, having a spectral sensitivity peak at about 520 nanometres and capable of resolving in excess of 2,000 line pairs per millimetre, and having an average surface contamination per square centimetre of less than 5 particles of a diameter greater than 2 micrometres	High resolution photographic emulsion plates	December 31, 1972	11161

New appointments to Monopolies Commission

THE Secretary of State for Trade and Industry has appointed two new members to the Monopolies Commission. They are:

Mrs. Jacqueline Inchbald— Principal, Inchbald School of Design and Fine Arts.

Mr. M. J. Methven — Solicitor and Division Deputy Chairman, Mond Division, Imperial Chemical Industries Limited.

The Monopolies and Mergers Act 1965 provides that at any one time the Commission may have up to 25 regular members. With the new appointments, the current membership of the Commission will stand at 19.

POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

Trade and industry

MONDAY, JANUARY 31

Research on rust-resistant paints

Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, was asked what practical and financial assistance the Department of Trade and Industry was giving to encourage the use of rust-resistant paint and painting processes to preserve motor vehicles and other consumer durables; and if powers would be taken to make mandatory the use of anti-corrosive treatment on metals. Mr. Price replied that work on the general problems of corrosion, some of it directly related to motor vehicles, was being carried out at the National Physical Laboratory, which also offered an information and advisory service on the subject. Other work in the development of corrosion-resistant materials and protective treatments was being supported by the DTI through its grants to a number of research associations. Mr. Price went on: 'The importance of the protection of metals against corrosion varies widely according to the nature of the product and is a matter best left to industry itself to judge in accordance with normal economic and commercial criteria. However the department is conscious of the need to encourage industry and consumers alike to become more aware of the economic benefits to be obtained from a better appreciation of the importance of the subject and is at present considering how best to focus attention on this.'

Packaging of biscuits

Answering a suggestion that legislation should be introduced to require the weight to be stated on all packets of biscuit cereals, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said: 'No sir. Regulations require packages of all cereal breakfast biscuits weighing individually a third of an ounce or more to be marked with the number of biscuits. I consider that this information is more helpful to the buyer than the total net weight.'

Steel scrap

A Member asked if the Secretary of State had examined the proposals put to him by the Reclamation Industries Council and the Vehicle Dismantlers Association for the stockpiling of steel ingots in order to reduce the present increasing quantities of unusable scrap, maintain employment, and enable steel producers to meet orders without recourse to imports when demand improves. Mr. Ridley replied 'Yes Sir; it has been suggested to the Council that they and the scrap industry should consult with the steel industry. But I doubt whether this could be regarded as an appropriate matter for Government financial support.'

Exploration for oil and gas

Mr. Ridley was asked to estimate the proved reserves of oil and natural gas available to the United Kingdom from discoveries on the Continental Shelf; and how the production from these sources was likely to impinge on the market for coal. He said that it was too early to give a figure for oil as first discoveries were still being tested. The current estimate of proved natural gas reserves was 32 trillion cubic feet. The future balance between North Sea fuels, imported oil and coal was uncertain.

Littlebrook Power Station

Mr. Ridley told a Member that the Government still had the Central Electricity Generating Board's application for extending the Littlebrook D power station under consideration.

NUM wage claim

Sir John Eden, Minister for Industry, told a Member who asked what recent discussions he had held with the National Coal Board in respect of the wage claim by the National Union of Mineworkers, that he met the Chairman of the National Coal Board regularly to discuss the affairs of the industry. He had reported fully on the wage claim and the Board's offer.

Output of coal

The following information was given by Mr. Ridley in answer to a question on the output per man shift in the coal industry for each of the years from 1947 to 1971, inclusive; the annual rundown in the labour force during this period; how many pits were closed; what was the total coal produced annually; how many fatal accidents occurred annually; and what percentage of the work force this represented.

	Output per man-shift	Man-power change (000)	Pit clos-ures	Coal pro-duction (Million tons)	Fatal acci-dents	Fatal accidents as per-centage of work force
1947	21.85	+26.3	..	197.2	618	0.085
1948	22.56	− 7.9	..	209.1	468	0.062
1949	23.70	−17.4	28	214.9	460	0.062
1950	24.45	−20.4	11	216.0	493	0.068
1951	24.77	+ 9.2	5	221.1	487	0.067
1952	24.46	+21.9	16	224.6	420	0.056
1953	24.86	−13.2	5	223.3	392	0.053
1954	24.89	− 0.4	8	223.6	371	0.050
1955	24.72	− 5.6	17	221.6	425	0.058
1956	24.84	+ 3.1	10	222.0	330	0.045
1957	24.86	+ 6.1	18	223.6	396	0.054
1958	25.58	−22.6	29	215.8	327	0.045
1959	26.93	−47.1	56	206.1	348	0.051
1960	28.03	−51.0	35	193.6	317	0.051
1961	28.94	−21.8	29	190.5	235	0.040
1962	31.20	−25.0	51	197.4	257	0.045
1963	32.96	−25.6	33	195.8	254	0.047
1964	34.35	−26.0	34	193.6	198	0.038
1965	35.90	−37.7	44	187.5	216	0.045
1966	36.35	−32.4	61	174.6	160	0.036
1967	38.18	−32.0	29	172.1	151	0.036
1968	41.73	−57.3	70	164.1	115	0.031
1969	43.45	−24.9	26	150.5	100	0.031
1970	44.10	−16.5	10	144.7	91	0.030
1971	43.94	− 4.3	4	142.3	72	0.025

Courses at Torry Research Station

Mr. Price was asked how many people attended Trade and Industry fishery courses in Aberdeen in 1971. 'In 1971 the Department's Torry Research Station in Aberdeen ran two courses on the technology of fish handling and processing and these were attended by a total of 102 people' he said.

Workers' shares in Rolls-Royce

The following statement was made by Mr. Frederick Corfield, Minister for Aerospace.

'I have written today to the Chairman of the Derby Group Rolls-Royce Shareholders Action Association to inform him that the Government have reluctantly concluded that no special treatment can be afforded to the holders of Rolls-Royce Ltd. workers' shares. I will, with permission, circulate a copy of this letter in the Official Report.'

January 31, 1972

Following the appointment of a Receiver for Rolls-Royce Ltd., I said in debates and in discussion with you, representatives of your Association and members of Parliament, that I was anxious for a number of reasons to consider whether any special treatment could be afforded to the holders of workers' shares in the company.

The basis of the workers' shares scheme established in 1955 was that Rolls-Royce employees were entitled to purchase from Trustees a limited number of workers' shares (depending upon the employee's length of service) at par. These shares were on the same footing as the Rolls-Royce ordinary shares as regards dividends, scrip issues, voting rights, and participation in ordinary share 'rights' issues. Because of the way in which the scheme was constituted the workers' shareholders had become locked-in and could not dispose of their shares, even at a loss, for some three months before the appointment of the Receiver. It therefore seemed to me that there was a case for considering whether these shares could properly be distinguished from ordinary shares (many of which are also held by small investors, and afforded special treatment.

As I told you and your colleagues when we met last week, the Government have consulted the Receiver and the Board of Rolls-Royce (1971) Ltd. and have considered very carefully and thoroughly ways in which this might be achieved.

As I explained, in examining the possibilities the Government have also had to bear in mind that despite the disadvantage of being 'locked-in' the workers' shareholders had had some countervailing advantages compared with the ordinary shareholders. In particularly they had benefited in terms of effective dividend by being able to buy workers' shares at par when—as was the case for many years—the market price of the ordinary shares was very substantially higher.

Against this background, it has I fear proved impossible to devise any scheme whereby workers' shares could be directly compensated without unfairness to other shareholders and creditors of the company.

The Government have therefore tried to find some other scheme or arrangement which would help the workers' shareholders. A number of possibilities have been considered, but as I explained we have found none that would be both practicable and equitable. I am afraid the further proposal that you put to me at our recent meeting has also run up against quite insuperable difficulties.

I am very sorry that it has not proved possible to reach a solution favourable to the workers' shareholders; and I hope that you will accept that no effort has been spared in trying to solve the problem fairly. As I told you, I have asked my Department to consider closely whether the difficulties revealed in this case make necessary any amendment of Company Law; and I understand that the Inspectors appointed under Section 165 of the Companies Act 1948 to investigate the affairs of Rolls-Royce Ltd. will include the workers' shares scheme and its management in their inquiry.

I am sending a copy of this letter to those Members of Parliament who have accompanied you in your discussions with me.

F. V. CORFIELD

(continued on next page)

POINTS FROM PARLIAMENT
continued

Desalination policy

Earl Ferrers was asked to give an assurance that the abandonment of the Ipswich prototype desalination plant based on freeze distillation did not imply any lessening of Government support for development of desalination by other processes; and whether the Government would make a Statement on general progress of this aspect of water conservation.

He replied: 'The decision on the Ipswich prototype does not itself affect support for the development of other processes of desalination. The reasons for that decision were given in answer to a Question by the noble Lord, Lord Brockway, on January 27. During the last few years, work on desalination processes by the Atomic Energy Authority has helped British industry to maintain international competitiveness in marketing multi-stage flush distillation and electrodialysis plants. It has also led to the development of more advanced distillation processes, such as the vertical tube evaporator, which is to be used in a plant ordered by the Government of Gibraltar from British industry. In addition to development of the freezing process, considerable progress has been made in the development of reverse osmosis, which has an application both to desalting of brackish water and to water renovation. In consultation with the Atomic Energy Authority, the Government are now considering the extent to which development should be supported from public funds.'

TUESDAY, FEBRUARY 1

The coal industry

Mr. John Davies, Secretary of State for Trade and Industry, was asked what discussions he had had with the chairman of the National Coal Board between January 10 and February 1, 1972 on matters for which Her Majesty's Government was responsible. He said: 'My hon. Friend the Minister for Industry met the Chairman of the National Coal Board to discuss matters of mutual interest on several occasions between these dates.'

WEDNESDAY, FEBRUARY 2

Imports of Danish fish

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, gave the following information to a Member who asked what was the weight and value of imports from Denmark of salmon and rainbow trout, frozen and fresh, into the United Kingdom during 1970-71.

	1970		1971	
	cwts	£ 000	cwts	£ 000
Salmon, chilled or frozen	896	40	1,922	108
Salmon, fresh	nil	nil	nil	nil
Trout, fresh*	12,027	310	11,927	305

*Neither rainbow trout nor frozen trout are separately distinguished in the overseas trade statistics; it is, however, believed that most trout coming from Denmark are fresh rainbow trout.

Consumer protection

In answer to a Member who asked what steps the Secretary of State would take to provide improved consumer protection in general, and to improve after-sales service in particular, Mr. Ridley said: 'It is the Government's announced intention to introduce legislation to strengthen the protection given to the consumer by the Sale of Goods Act. If the civil or criminal law is shown to be defective in other respects relevant to the consumer's protection, I will gladly consider improving it; but in a competitive economy the standard of after-sales service is a matter which must primarily depend on the good commercial sense of the businesses concerned.'

Foreign-owned companies in UK

Mr. Davies told a Member that the proportion of Great Britain's exports in value terms accounted for by the top 10 foreign-owned exporting companies in 1970, was about 9 per cent. He was then asked when he proposed to assemble figures relating to the proportion of the labour force employed by foreign-owned companies, and the proportion of fixed investment in manufacturing industry accounted for by foreign-owned companies for a later year than 1963, and replied: 'There are no plans to compile separate employment figures for companies of this kind outside the field covered by the Census of Production. Particulars of the numbers they employ, and of their fixed investment, in private manufacturing industry in 1968 and 1970 will be published towards the end of this year in the Reports on the Censuses of Production for those years.'

Answering questions on the manufacture of cars by foreign-owned companies, Mr. Davies said that cars produced for export by foreign-owned companies in the United Kingdom in 1971 totalled 326,000, a decrease of 26,000 or 7 per cent on 1970. Value information was confidential and no separate figures for exports by foreign-owned companies to particular countries were available. Information on the value of imports of cars manufactured abroad by foreign-owned companies with manufacturing subsidiaries in the United Kingdom was not available as imports by make were derived from registration statistics, which were collected by number only.

Industrial development

Mr. Grant answered questions on industrial development in Wales, Scotland, and Cornwall.

Electricity supplies

Mr. Ridley was asked if the Secretary of State would give a general direction to electricity boards to involve welfare and social organisations where the possibility of disconnection of electricity supplies to a consumer arose. 'There is already good liaison between electricity boards and the welfare services, and discussions are in progress ro see whether the working arrangements can be improved,' he replied.

THURSDAY, FEBRUARY 3

Retail Census

Mr. Davies was asked what steps he was taking to ensure that information obtained by the Retail Census at present being carried out by the Business Statistics Office remained confidential. He said: 'The Statistics of Trade Act 1947, under which the Census of Distribution for 1971 is being taken, forbids the disclosure of information relating to an individual undertaking. The Act prescribes penalties for the disclosure by any person of any such information. The Business Statistics Office (formerly the Census Office of the Board of Trade) enforces stringent rules to prevent inadvertent disclosure of information supplied by individual businesses when publishing the results of a census or when meeting requests from other Government Departments or the general public for special analyses.'

Mine gas

Several questions were asked on mine gas. Mr. Ridley told a Member who asked what quantities expressed in therms, of mine gas of a concentration of methane greater than 50 per cent was discharged into the atmosphere at collieries which were or had been equipped with facilities for the delivery of the gas to a gas board, that, according to the National Coal Board, in 1970-1971 the total was 10.5 million therms. Answering a similar question on mine gas at concentrations of above 50 per cent methane discharged into the atmosphere from mines, Mr. Ridley said that, according to the NCB, in 1970-1971 the total was 14.6 million therms. Sales of mine gas annually by the NCB were:

	Million therms
1965-1966	44.1
1966-1967	44.5
1967-1968	40.7
1968-1969	37.5
1969-1970	29.7
1970-1971	23.3

Review of the steel industry

In answer to a question on the report on the review of the steel industry; and the earliest date on which the Secretary of State expected a decision on a new integrated steel plant; Mr. Ridley said: 'I expect to receive this Report shortly. BSC expects to put forward its proposals regarding the next stage of major steel development by the summer.'

FRIDAY FEBRUARY 4

Corrosion and protection

A Member asked what reactions there had been from industry in general and the motor industry in particular to the report of the committee on corrosion and protection, and what initiatives were proposed. Mr. Ridley replied that although the report had aroused much interest in industry and elsewhere, 'there has been no common expression of view about what should be done about the committee's recommendations, not only because the extent of the problem differs from industry to industry but also because the interests of manufacturers and users do not necessarily coincide. Most of the recommendations are for industry. Discussions with the motor industry on various aspects of the problem are proceeding. The Department is at present considering how best to focus attention on this problem,' he said.

Companies Act

A question was put as to whether officials would make appropriate reports to the court in relation to fraudulent companies now in liquidation formerly under the control or influence of Mr. Ellis Seillon, to enable the court to consider whether they were proper cases for public examination under Section 270 of the Companies Act 1948. Mr. Ridley replied that the Court's jurisdiction under Section 270 of the Companies Act 1948 was exercised, if it thought fit, after the Official Receiver had submitted a further report under Section 236(2), stating that, in his opinion, fraud had been committed by a person who was within the terms of Section 270. 'Whether or not the Official Receiver submits such a report is a matter for his discretion as an officer of the Court and not as an official of the Department,' said Mr. Ridley.

A further question asked on what date the department first considered using its Section 109, Companies Act 1967, powers in relation to companies under the control or influence of Mr. Ellis Seillon, which companies were involved, and on what date Section 109 powers were in fact used in relation to each such company. Mr. Ridley said: 'Consideration of the use of the Department's powers is a continuous process. The Department appointed officers to make inquiries under the provisions of Section 109 of the Companies Act 1967 into the following

companies on the dates indicated: Nomad Holiday Camps Ltd.—October 27, 1969; Corton Beach Holdings Ltd.—March 5, 1970; Mesco Consolidated Industries (Finance) Ltd.—July 15, 1970; Glonor Properties Ltd.—December 17, 1970.'

Copyright and registered designs

A Member asked the Secretary of State if he would review the law on copyright and registered designs specifically relating to industrial designs which incorporated technological ingenuity, with a view to British technologists being no less safeguarded than the best in the European Economic Community. Mr. Ridley said he was not aware that the law provided inadequate safeguards, but said he would consider any points the Member wished to raise.'

Aviation and shipping

MONDAY, JANUARY 31

Survival in the North Sea

Mr. Michael Noble, Minister for Trade, was questioned about evidence on the probable survival time of passengers and crew of an aircraft ditched in the North Sea in winter conditions and at night; and what estimate had been made of the cost of providing, at the proposed Foulness airport, air/sea rescue facilities adequate to deal with such an emergency involving a Boeing 747. Mr. Noble said: 'I have no evidence resulting from such a civil aircraft accident but understand that the probable time of survival could vary between a few minutes and several days depending on the particular circumstances. The Roskill Commission's Research Team estimated that the capital cost of providing rescue facilities would be £350,000 with a recurring annual cost of about £75,000. The scale of these facilities and their estimated cost will, however, need to be revised nearer to the date of the opening of the airport.'

Civil Aviation Authority

Mr. Noble was asked if he would direct the Civil Aviation Authority to make sure that a substantial proportion of the executive officers of the Authority were persons with a distinct and practical knowledge of the aviation industry. He answered: 'No, Sir. I have no power to give such a direction, but the hon. Member can rest assured that the initial staff will be drawn almost entirely from the Civil Aviation Division of my Department, the National Air Traffic Services and from the staffs of the Air Registration Board and the Air Transport Licensing Board.'

Concorde

Mr. Noble told a Member who asked if a subsidy would be granted to BOAC to ensure their use of Concorde, that BOAC had said that they wanted to operate Concorde and were currently evaluating the best way of doing so. They had not requested a subsidy.

A Member who asked what had been the percentage increase in unit labour costs on the Concorde project since inception; and what had been the percentage increase in unit labour costs throughout the United Kingdom manufacturing industry over this period, was told by Mr. Corfield that in this country the average hourly earnings on Concorde airframe work were estimated to have increased by about 90 per cent since the inception of the project, and on the engine side by about 105 per cent. Over the same period the increase in average earnings over UK manufacturing industry as a whole had been about 90 per cent.

Investment grants in ships

Mr. Ridley was asked what reply had been sent to the representations of the Chamber of Shipping that investment grants in ships should be restored. He said that the Chamber of Shipping had not asked tor the restoration of investment grants for ships. Their proposals, which concerned other kinds of investment incentives, were still being considered.

Rolls-Royce RB211

Mr. Corfield was asked why the estimated cost of developing and producing the Rolls-Royce RB211 engine had now exceeded the original estimates. He answered: 'Since my statement to the House on May 10, 1971 a full re-estimate has shown the need to include development costs for the first two years after entry into service and a higher figure for the loss on production, totalling together about £20 million, as well as a £20 million contingency. The US dollar devaluation will also reduce sterling receipts by £20/25 million on the engines for which a price formula in dollars was fixed last year.'

WEDNESDAY, FEBRUARY 2

Hazardous cargoes

A Member asked on what date the Department of Trade and Industry was informed that drums containing dimethylamine had been lost overboard from the Somali motorship *Atlantic Ocean* on December 19; what action was taken; on what date the DTI informed the Department of the Environment; and why the delay occurred. Mr. Grant replied: 'The Coastguard, which is in my Department, was informed on December 19, 1971, the day the loss occurred, and immediately notified local authorities and interests in the area likely to be affected if the drums came ashore. The Coastguard sent a reminder to local authorities when the drums from the *Germania* began to appear. It would be for local authorities to decide whether to call on the Government for assistance and in that event they would seek such assistance through the Department of the Environment.'

Mr. Grant was asked on what date representations were first made to the Intergovernmental Maritime Consultative Organisation by Great Britain that agreement should be reached whereby countries whose coastline might be at risk would be notified immediately of any shipping incident involving hazardous cargoes. He answered that the question of international notification had been under consideration as a proposal to come before the 1973 International Conference on Marine Pollution. However it had been decided that more urgent action was also desirable.

The United Kingdom proposal, foreshadowed by the Secretary of State for the Environment in his statement to the House on January 24, had therefore been formally put to the Intergovernmental Maritime Consultative Organisation on February 2. It was for discussion at the 12th Session of the Sub-Committee on Marine Pollution meeting on February 28. Thereafter it should be considered by the Maritime Safety Committee in March.

THURSDAY, FEBRUARY 3

Supersonic flights

Referring to the amount of testing of Concorde that had now been completed, a Member asked if the Secretary of State would consider the suspension of all supersonic flying, whether for test or commercial purposes, over the county of Cornwall. Mr. Corfield replied that the West Coast Route would continue to be required for a limited number of Concorde test flights, and it might be necessary for some to pass over Cornwall. The number of such flights would be kept to a minimum. The Government would announce its decision on the regulation of commercial supersonic flying overland in good time before Concorde entered airline service.

FRIDAY, FEBRUARY 4

Collision inquiry

Had the department concluded its preliminary inquiry into the collision between the British vessel *Redthorn* and the Liberian vessel *Elphia*, and what actions had been taken? a Member asked. Mr. Ridley replied: 'After considering the report of the preliminary inquiry into this casualty I have ordered the holding of a formal investigation under Section 466 of the Merchant Shipping Act 1894.'

Seaworthiness of 'Golden Eagle'

A Member queried what complaint the department had received about the Liberian-registered vessel *Golden Eagle* concerning her seaworthiness while berthed in the London Dock in October 1971, and what action was taken. Mr. Grant said that the Department had been approached by the local representative of the National Union of Seamen following representations to him by members of the crew about the seaworthiness of the ship. Arrangements were made for the complaint to be investigated by an official appointed by the Liberian Government who did so in company with a Surveyor of Lloyds Register of Shipping. 'In the result it was arranged that the ship sailed in ballast to a repair post instead of to the West Indies for a further cargo. The Union representative and crew members expressed themselves satisfied with the Department's action,' he said.

Airport costs

A Member asked for estimates of the average cost per passenger movement at airports administered by the British Airports Authority in the financial year 1970-71, and how this compared, at constant prices, with the corresponding costs in the years 1960-61 and 1965-66. Mr. Noble replied that the traffic operating cost, excluding interest, per air transport passenger, derived from British Airports Authority data, was 71p. At 1965-66 prices, this was estimated to be about 55p. A figure for 1965-66 derived from the then airport accounts was 45p, but the accounting basis used was not comparable. Between 1965-66 and 1970-71 there was a major development of airport facilities. Similar figures for 1960-61 could not be made available without incurring disproportionate costs.

Diving personnel safety

When did the department intend to introduce regulations for the diving industry, controlling the safety of diving personnel working from oil rigs within British jurisdiction, asked a Member. Mr. Ridley said that proposals for regulations under the Mineral Workings (Offshore Installations) Act 1971 would be circulated shortly for comment by the interested parties.

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room 92, Atlantic House, Holborn Viaduct London EC1P 1BN (Tel. 01-248 9876 ext. 6147).

Government surplus sales

MINISTRY OF DEFENCE

February 16, 1972 Miscellaneous Stores

Location: The County Hall, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle CA1 1SE (Tel: 0228 26292)

70 Vehicles including Morris ambulances; Morris Mini Minor and Minor 1000 saloons; 3.4 Jaguar; Morris Mini vans; Commer Mini Buses; Leyland Cargo trucks; Fordson tractors; Coventry Climax Pumps, etc; machine & hand tools including folding, shearing, bending, grinding and swaging machines; presses; sanders; lathe tools; electric drills; torque wrenches; soldering irons; files; screwdrivers; stocks; taps; dies, etc; electrical & electronic equipment including receivers; amplifiers; generators; compressors; transformers; power units; control units; oscilloscopes; modulators; machmeters; R F & I F units; scanning units; fans; switches; capacitors; junction boxes; electronic valves; batteries and accumulators; stop & pocket watches; binoculars; cameras; gyro units; micrometers; various aircraft instruments, etc; other sundries including photographic equipment; oxygen equipment; service clothing; shoes; webbing equipment; tables & chairs; household goods; aircraft film; bromide paper; water hose; kit bags; PVC plastic sheets; metal containers; wooden boxes; paints; etc.

February 23-24, 1972 Miscellaneous Stores

Location: TAVR Centre, Meadowforth Road, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow G31 7AW (Tel: 041-554 2447)

Civil Defence rescue equipment; textiles; clothing; footwear; industrial, electrical, electronic plant and equipment; aircraft spares; vehicle spares; tyres; ferrous and non-ferrous scrap; telescopes; binoculars; compressors; 10-ton 6 × 6 trucks; 10-ton 6 × 4 diesel truck; Land Rover and Austin Gipsy utilities; Coventry Climax Portable Fire Pumps, Bedford Fire Tenders; Bedford Hydraulics Platform Trucks; cargo trailers; Ford and Bedford 5 cwt-5 ton vans; private cars; motor cycles; etc.

March 1, 1972 Miscellaneous Stores

Location: Regional Depot, Ordnance Support Unit RAOC, Barlow, Nr. Selby, Yorks.

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH (Tel: 053-2 20898)

Industrial and garage plant & equipment, machine tools, fire fighting equipment, clothing, furniture and miscellaneous stores including, diesel fork lift trucks; lathes; drilling and grinding machines; press; circular saw; cutting equipment; lubricating equipment; charging sets; cable; tyres; electrical, signal and wireless equipment; vehicle spares; tool kits and hand tools; household and kitchen equipment; ironmongery; electric fires and irons; vacuum cleaners etc; watches; plastic sheets 160 ft × 90 ft; lead acid batteries; Clothing; blue and khaki greatcoats; battledress denims; raincoats; boots and shoes etc; Textiles; tents; canvas; carpets; curtains; kit bags; camp equipment; blankets; sheets etc; Household and Office Furniture; chairs; tables; wardrobes; chests of drawers; desks; beds and large quantities of other general stores.

March 8, 1972 Miscellaneous Vehicles and Plant

Location: Ordnance Storage & Disposal Depot, Ruddington, Notts.

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (Tel: 0602 54272)

Commercial vehicles including, light and heavy trucks; tractors; trailers; fork lift trucks; cranes; heavy duty trucks; light vans; tippers; refuellers; coaches; breakdown trucks; saloon cars; estates; travellers; graders; dumpers; motor cycles etc.

Catalogues of the above obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sir John Eden, Minister for Industry, with Mr. J. M. Williams, Director of the National Materials Handling Centre. Sir John visited the centre during a recent tour of the Cranfield Institute of Technology. The National Materials Handling Centre was set up in 1970 to advise on handling and storage problems and to act as a central research and information point.

Sale of Vehicles by British Car Auction Group Ltd.

A range of Government Surplus Vehicles continue to be offered from time to time by British Car Auction Group Ltd. at their scheduled Auction Sales in London, Hampshire and Kent. Details as to sale dates, advice as to quantities and types etc, available on application to Fleet Sales Director, Expedier House, Farnham, Surrey (Tel: 025-13 6811).

Sale by tender Machine tools

Bench, pillar and radial drills; internal and tool and cutter grinders; centre lathes; horizontal and universal millers; press; sawing, shaping, sheetmetal working and welding machines etc. Located at Gosport, Hants. Permission to view on presentation of Tender Form, obtainable from Ministry of Defence, Directorate of Sales Supply 6, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m., March 14, 1972.

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The Department of Trade and Industry

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Accidents Investigation Branch—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA "Civilair London WC2").

Accountancy Services Division—Hillgate House, 26 Old Bailey, London EC4 7HU (01-248 5757, Telex 886143).

Civil Aviation Branch—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Aerospace (Assessment and Research) Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Air 1 Division (Launching Aid)—Horse Guards Avenue, London S.W.1 (01-930 7022).

Air 2 Division (Industrial Sponsorship)—Horse Guards Avenue, London, S.W.1. (01-930 7022).

Atomic Energy Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Bankruptcy and Companies Liquidation Headquarters—2 Bunhill Row, London EC1Y 8LL (01-606 4071).

Bankruptcy High Court Department—Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (01-405 7641).

Business Statistics Office—Lime Grove, Ruislip, Middlesex HA4 8RS (01-866 8771/0).
Chartist Tower, Dock Street, Newport, Mon. NPT 1XG (0633 52277).

Central Secretariat—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Chemicals and Textiles Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Civil Aviation Divisions 1 and 2—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110 TA "Civilair London WC2").
Division 3—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Coal Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Commercial Relations and Exports Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Companies Investigation Branch—2 Bunhill Row, London EC1Y 8LL (01-606 4071).

Companies Registration Office—Companies House, 55/71 City Road, London EC1Y 1BB (01-253 9393).

Companies (Winding-up) Department—Inveresk House, 346 Strand, London WC2R OHJ (01-836 7733).

Computers Systems and Electronics Division—Dean Bradley House, 52 Horseferry Road, SW1P 2AG (01-799 5688).

Concorde Division—St. Giles Court, 1/13 St. Giles High Street, London W.C.2 (01-636 3644).

Controllerate of National Air Traffic Services—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Directorate General of Safety and Operations—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA "Civilair London WC2").

Economics and Statistics Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

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Energy Technology Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Establishment Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Export Licensing Branch—Norman Shaw North Building, Victoria Embankment, SW1A 2JB (01-930 4349, Telex 27366).

Export Planning and Development Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Export Services Division—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).

Europe, Industry and Technology Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Fairs and Promotions Branch—Hillgate House, 26 Old Bailey EC4M 7HU (01-248 5757, Telex 886143).

Finance and Economic Appraisal Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Fuel and Nationalised Industry Policy Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Gas Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Import Licensing Branch—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3LB (01-222 7877, Telex 27366, TA "Explic London SW1").

Industrial and Commercial Policy Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Information Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Insurance and Companies Department—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Investment Grants Division—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Iron and Steel Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Machine Tools and Manufacturing Machinery Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Marine Division—Sunley House, 90-93 High Holborn, London WC1V 6LP (01-405 6911, Telex 264084, TA "Marbot London WC1").

Minerals, Metals and Electrical Engineering Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Mines and Quarries Inspectorate—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Nuclear Installations Inspectorate—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Overseas Projects and Technology Division—1 Victoria Street, London SW1H OET (01-222 7877, Telex 27366).

Paper, Printing, Publishing, Services and Distribution Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Parliamentary Branch—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Patent Office and Industrial Property and Copyright Department—25 Southampton Buildings, Chancery Lane, London WC2A 1AY (01-405 8721, TA "Patoff London WC2"); Baskerville House, Browncross Street, New Bailey Street, Salford M3 5FU (061 832 9571).

Petroleum Division—Thames House South, Millbank, London SW1 4QJ (01-222 7000).

Regional Industrial Development Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Registry of Business Names—Companies House, 55/71 City Road, London EC1Y 1BB (01-253 9393).

Research Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Safety and Health Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Scientific Adviser's Division (Civil Aviation)—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22119).

Sea Transport Branch—34/36 Parliament Street, London SW1A 2ND (01-222 7060, Telex 24730).

Shipbuilding Policy Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Shipping Policy Division—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110).

Small Firms Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Solicitor's Department—Kingsgate House, 66/74 Victoria Street, London SW1E 6SH (01-222 7877, Telex 27366)

Space Division—Prospect House, 100 New Oxford Street, London WC1A 1HE (01-636 3644).

Standards, Weights and Measures Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Tariff Division—Kingsgate House, 66-74 Victoria Street, London SW1E 6SH (01-222 7877, Telex 27366).

Vehicles and Mechanical Engineering Products Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal.*

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	Oct. 21, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	Dec. 16, 1971
UK balance of payments (Q)	Dec. 16, 1971
Bankruptcy orders (Q)	Jan. 13, 1972
Business names registered (A)	This week
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	Jan. 13, 1972
Catering trades turnover (M)	Jan. 20, 1972
Chemicals industry (Q)	Nov. 25, 1971
Clothing: made up clothing: orders and deliveries (M)	This week
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	Jan. 27, 1972
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	Jan, 20, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Jan. 13, 1972
International trade credit (A)	April 14, 1971
ECGD business (Q)	Dec. 16, 1971
Electronics capital equipment deliveries, research and development (Q)	This week
Engineering and electrical goods:	
Deliveries and orders (M)	Jan. 27, 1972
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	July 15, 1971
Household consumption (Q)	Dec. 30, 1971
Footwear industry production, orders and deliveries (M)	Feb. 3, 1972
Foreign trade:	
EFTA trade (Q)	Dec. 2, 1971
Industrial countries trade and production (Q)	Nov. 11, 1971
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	Jan. 20, 1972
Value of overseas trade (M)	Jan. 20, 1972
Value of overseas trade: analysis of trends (Q)	Nov. 4, 1971
Hairdressing trades turnover (M)	Jan. 20, 1972
Hire purchase business (M)	This week
Industrial building approved (Q)	Jan. 27, 1972
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Jan. 27, 1972
N. Ireland index (M)	This week
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	Jan. 20, 1972
Machine tools deliveries and orders (Q)	Dec. 16, 1971
Man-made fibres:	
Analysis of production (Q)	Nov. 4, 1971
Deliveries (Q)	Nov. 4, 1971
Production (M)	Jan. 13, 1972
Volume of production (M)	Jan. 13, 1972
Motor industry:	
Car and commercial vehicle production (M)	Feb. 3, 1972
Motor trades turnover (M)	Jan. 20, 1972
Office development permits (Q)	Dec. 9, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Jan. 27, 1972
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	Jan. 20, 1972
Royalty transactions (A)	Mar. 31, 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	Dec. 16, 1971
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	Jan. 13, 1972
Retail (M)	Jan. 20, 1972
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	Nov. 11, 1971
Cotton production (M)	Feb. 3, 1972
Hosiery production (M)	This week
Textile orders and deliveries (M)	This week
Wholesale houses sales (M)	Jan. 27, 1972
Wool exports (Q)	Dec. 30, 1971
Wool output (M)	Feb. 3, 1972
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	Jan. 20, 1972
UK official reserves (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	Jan. 20, 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Jan. 6, 1972
Business Monitor titles	Dec. 23, 1971
Customs notices of interest to exporters	Feb. 3, 1972
Guide to DTI	This week
DTI addresses (regional offices)	This week
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	This week
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	Jan. 20, 1972
Release dates of economic statistics	Jan. 27, 1972

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	118	136	329	214	42	51
1971						104.8									
1969 4th qtr	119	123.3	146	147	114	102.9	137	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	148	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	154	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	121	124.3	158	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	162	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	163	162	116	102.1	139	148	148	114	148	84	70	2	–62
2nd qtr	121	125.4	169	170	119	104.4	142	142	164	122	142	–68	–114	12	38
3rd qtr	123	126.3	174	176	121	105.5	142	148	163	122	140	–21	–47	–11	7
4th qtr						107.4									
Jun		126.2				103.5									
Jul		125.8				105.1									
Aug		126.1				106.2									
Sept		126.9				105.3									
Oct		125.5				108.4									
Nov		125.5				106.8									
Dec						107.1									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963	1963	Series in £ million
										4,362	4,282	
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	130	120	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	181	184	612
1971		153.4	*9.4*	132.4 p	137.7 p	245.4 p	744	129		197 p	207 p	
1969 4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	171	181	215
2nd qtr	122	139.5	*5.8*	126.1	126 6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	592	185	24,072	178	175	76
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	190	199	208
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	189	186	78
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128		199	214	270
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.5	782	119		197	217	342
4th qtr		157.3	*9.2*	132.9 p	140.2 p	253.4 p	836	118		202 p	213 p	
Jun	116	154.3	*10.3*	133.5	138.0	245.1	722	127		203	219	
July	117	155.2	*10.1*	135.3	139.0	247.1	766	119		193	213	
Aug	117	155.3	*10.3*	133.8	139.3	248.6	781	122		192	215	
Sep	117	155.5	*9.9*	132.5	139.5	249.7	799	115		202	223	
Oct	117 p	156.4	*9.4*	132.3	139.8	250.5	813	118		203 p	218 p	
Nov	116 p	157.3	*9.2*	132.8 p	140.1 p	252.4	840	120		196 p	200 p	
Dec		158.1	*9.0*	133.7 p	140.6 p	257.4 p	855	116		208 p	222 p	
1972 Jan							872 p	119 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payment basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Retail trade in December

THE seasonally adjusted index of the volume of retail trade in December is 107.1 (1966 = 100), much in line with the figure for November, and making an average of 107.4 for the fourth quarter. The volume of sales by food shops was appreciably more than in November, but sales by the other main categories were somewhat less.

The figures confirm that the trend of total sales continued strongly upwards in the fourth quarter. In the quarter as a whole the volume was 2 per cent more than in the third quarter and 3 per cent more than in the second quarter before the July measures. Sales by clothing and footwear shops increased by 2 per cent in the fourth quarter, but sales by durable goods shops were slightly below their high third quarter level. Sales by 'other non-food shops' (which include mail-order businesses and department stores) were up by 3 per cent. Sales by food shops increased by 1 per cent.

The total volume of sales by all kinds of business in December was 2 per cent more than in December 1970. At current prices the increase was 10 per cent.

Note

Minor end year revisions have been made to the seasonally adjusted figures for 1971 to bring the totals for the year into line with the totals of the unadjusted figures. Some revision, either upward or downward, normally has to be made at the end of the year because the seasonally adjusted figures do not as a rule add up precisely to the recorded totals.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966=100

	All kinds of business (†)	Food shops (†)	Non-food shops			
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	Total (†) (6,420)	Clothing and footwear shops (1,727)	Durable goods shops (1,176)	Other non-food shops (‡) (3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1971	104.8	101.9	107.1	109	115	103
1970 1st quarter	103.3	103.7	103.1	104	104	102
2nd quarter	104.2	103.4	104.9	107	105	103
3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	102.1	101.8	102.1	107	108	97
2nd quarter	104.4	101.4	107.0	109	110	104
3rd quarter	105.5	101.7	108.7	108	121	104
4th quarter	107.4	102.8	110.7	110	121	108
1971 April	104.8	101.6	107.9	111	108	106
May	105.0	101.7	107.7	115	110	102
June*	103.5	101.1	105.8	104	112	104
July	105.1	101.0	108.4	111	118	104
August	106.2	102.2	109.6	108	124	105
September*	105.3	101.8	108.1	107	122	104
October	108.4	102.2	113.0	114	125	108
November	106.8	101.8	110.5	109	120	108
December*	107.1	104.1	109.1	107	118	107
1971 July-Sept.	105.5	101.7	108.7	108	121	104
Oct.-Dec.	107.4	102.8	110.7	110	121	108
Percentage increase	1.8	1.1	1.8	2	−1	3

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value (which are affected by price movements, including changes in purchase tax) and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by December 1971 sales was the five weeks from November 28, 1971 to January 1, 1972, the corresponding period in 1970 was from November 29, 1970 to January 2, 1971.

(†) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(‡) Including department stores and mail order businesses.

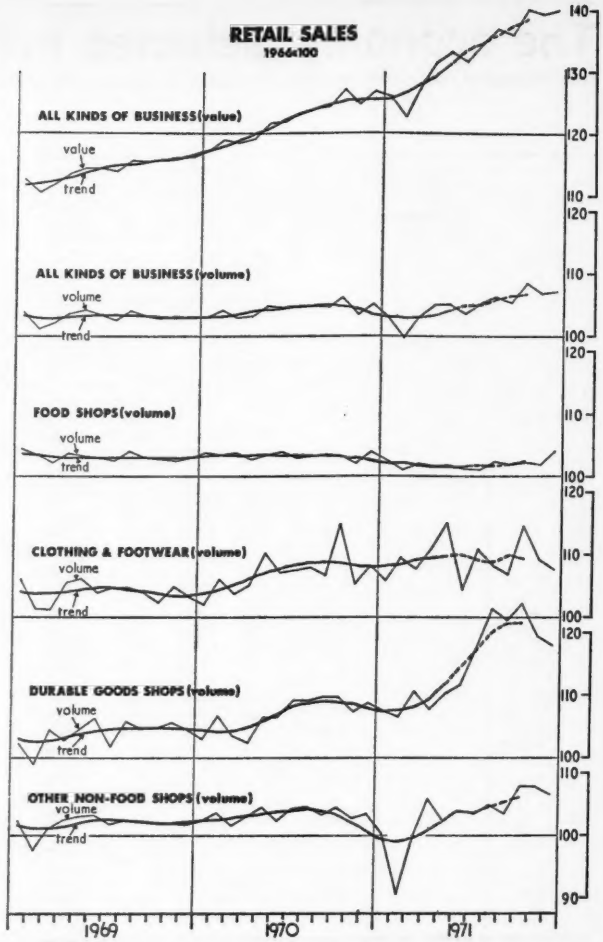


TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	All kinds of business (†)	Food shops (†)	Non-food shops			
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	Total (†) (6,420)	Clothing and footwear shops (1,727)	Durable goods shops (1,176)	Other non-food shops (‡) (3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1971	133.3	133.0	133.5	132	140	132
1970 1st quarter	118.4	119.4	117.6	115	117	119
2nd quarter	121.0	120.9	121.3	121	120	122
3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.7	126.9	124.5	127	130	122
2nd quarter	132.0	131.3	132.8	132	134	132
3rd quarter	135.7	135.1	136.3	132	149	134
4th quarter	139.7	138.7	140.5	136	148	140
1971 April	131.4	129.7	133.1	133	132	133
May	133.1	132.4	133.9	138	135	131
June*	131.6	131.7	131.7	126	136	133
July	134.4	133.3	135.4	134	144	133
August	136.7	135.8	137.6	132	152	136
September*	136.0	135.9	136.1	131	150	134
October	139.9	136.8	142.3	141	152	140
November	139.3	137.7	140.3	136	148	140
December*	139.9	141.0	139.2	134	146	140
1971 July-Sept.	135.7	135.1	136.3	132	149	134
Oct.-Dec.	139.7	138.7	140.5	136	148	140
Percentage increase	2.9	2.7	3.1	3	—	4

Hire purchase and other instalment credit business in December 1971

NEW instalment credit extended by finance houses and retailers in December was £186 million, in seasonally adjusted terms. Although this was less than in other recent months it brought the total for the fourth quarter to £572 million, similar to the total for the third quarter and well above the levels of previous quarters. In 1971 as a whole, total new credit extended was £2,001 million, 17 per cent more than in 1970.

Credit extended by finance houses in the fourth quarter of 1971 was 3 per cent less than in the third, but credit sales by retailers were 3 per cent more. Sales by 'other instalment credit retailers' (mainly mail order businesses) increased by 7 per cent, while sales on instalment credit by durable goods shops and department stores decreased slightly, by 1 per cent and 3 per cent respectively. All three groups of retail business recorded lower sales on instalment credit in December compared with other recent months, when normal seasonal movements have been allowed for by the seasonal adjustments.

Total instalment debt owing to finance houses and retailers increased by £27 million during December, a rather smaller increase than in the preceding few months. During the second half of 1971 the increase was £207 million, following £37 million during the first half of the year. At the end of December the total debt outstanding was 18 per cent more than at the end of 1970.

Note

The seasonally adjusted figures for 1971 have been revised to bring the totals for the year into line with the totals of the unadjusted figures. Some revision, either upward or downward, normally has to be made at the end of the year, because the seasonally adjusted figures do not as a rule add up precisely to the recorded totals.

TABLE 1. HIRE PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1968	1,600	43	769	26	831	17
1969	1,517	−19	701	−21	816	2
1970	1,716	87	822	58	894	29
1971	2,001	244	990	165	1,011	79
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	407 r	4 r	211 r	19 r	196 r	−15 r
2nd quarter	452 r	33 r	210 r	8 r	242 r	25 r
3rd quarter	570 r	108 r	289 r	73 r	281 r	35
4th quarter	572	99	280	65	292	34
1971 April	159 r	15 r	72	5 r	87 r	10
May	147 r	9 r	68	4	79 r	5 r
June	146 r	9 r	70 r	−1 r	76 r	10 r
July	163 r	10 r	77 r	8 r	86 r	2
August	206	54 r	104 r	34 r	102 r	20
September	201	44 r	108	31 r	93	13 r
October	188	39 r	88 r	25 r	100 r	14 r
November	198	33 r	98 r	17 r	100 r	16 r
December	186	27	94	23	92	4
1971 July-Sept.	570	108	289	73	281	35
1971 Oct.-Dec.	572	99	280	65	292	34
Percentage increase	—		−3		3	
Debt outstanding at December 31, 1970 (unadjusted)	—	1,384	—	845	—	395

† Direct business only; ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

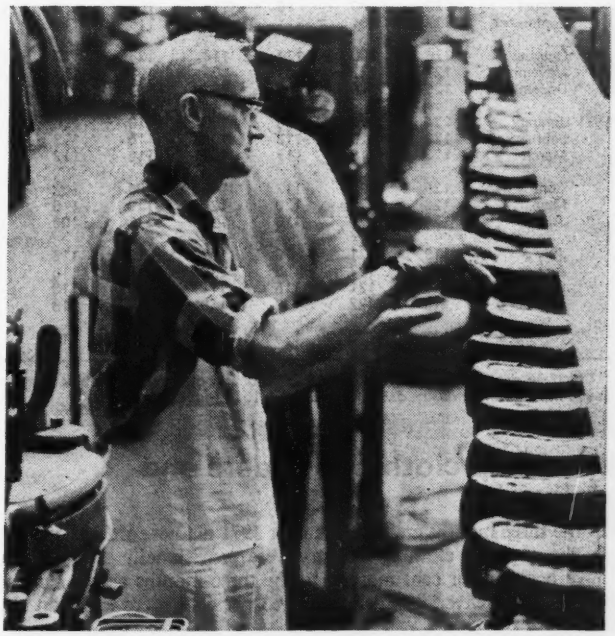
	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1971	132	139	145	126
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	107 r	121 r	133	95 r
2nd quarter	129 r	119 r	139	135 r
3rd quarter	144 r	160 r	156	132 r
4th quarter	148	158	151	141
1971 April	138 r	117 r	136	153 r
May	127 r	123 r	141	129 r
June*	124 r	118 r	139	126 r
July	134 r	140 r	143 r	129 r
August	155 r	172 r	164	143 r
September*	143 r	166 r	161	125 r
October	153 r	162 r	160 r	146 r
November	152 r	157 r	157	149 r
December*	140	155	140	131
1971 July-Sept. Av.	144	160	156	132
1971 Oct.-Dec. Av.	148	158	151	141
Percentage increase	3	−1	−3	7

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by December 1971 sales was the five weeks from November 28, 1971 to January 1, 1972. The corresponding period in 1970 was from November 29, 1970 to January 2, 1971.



Men's shoes on their way down the production line at the Rushden, Northants, factory of Eaton Footwear. Eaton exports more than 20 per cent of production of its men's footwear. Its traditional overseas customers are in Australia, Canada, New Zealand and the African countries, though a recent export drive has added other countries to the export list, notably the United States. The company's styles have also become popular in Scandinavia. One recent order from Sweden was for £75,000, while business with other Scandinavian countries is 'considerable and growing'.

Textile industry: orders and deliveries

In the three months ended November 1971 net new orders received by the textile industry were provisionally estimated to have been 1 per cent more than in the three months ended August 1971: deliveries increased by 2 per cent in the same period. Orders-on-hand at the end of November were 2 per cent lower than at the end of August. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

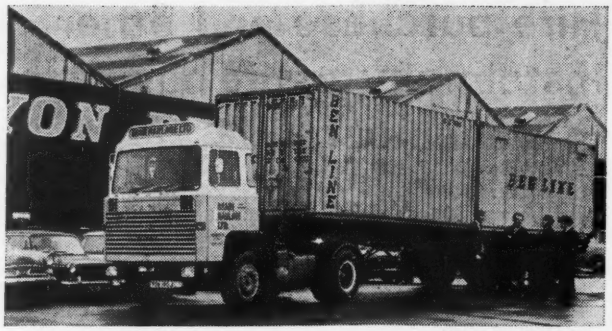
Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	148	144	121	113	116	113
2nd quarter	143	143	109	114	115	116
3rd quarter	133	137	93	106	103	112
4th quarter	134	134	119	109	118	112
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	107	114	114
2nd quarter	126	125	115	117	112	110
3rd quarter p	117	121	95	111	105	115
1970 April	135	132	112	112	120	113
May	132	130	105	109	113	116
June	130	129	110	109	117	112
July	128	130	89	115	95	111
August	128	130	96	119	104	120
September	127	131	121	115	116	111
October	126	130	124	114	128	117
November	127	127	134	109	131	117
December	125	125	98	107	104	111
1971 January	124	122	108	108	110	116
February	123	120	113	106	116	113
March	123	118	117	107	116	112
April	125	122	112	115	106	102
May	126	124	120	122	119	118
June	126	125	113	114	111	109
July p	119	121	76	102	99	116
August p	118	122	95	120	99	116
September p	117	121	115	111	117	113
October p	118	122	129	118	126	118
November p	120	120	134	111	128	116

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30. 1970 (page 587).

Made-up clothing: orders and deliveries

In the three months ended November 1971 net new orders received by the made-up clothing industry were provisionally estimated to have been 21 per cent more than the three months ended August 1971. Since deliveries which rose by 3 per cent, were less than net new orders the order books at the end of November were 11 per cent higher than at the end of August.



The first containerised export cargo of Relyon mattresses and divan sets leaves the factory of Price Brothers and Co. Ltd., Wellington, due for Hong Kong. Last year, Relyon products were exported to many parts of the world including, the Far East, Middle Eastern Countries and the West Indies.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	132	143	101	102	109	106
2nd quarter	143	134	110	105	104	109
3rd quarter	133	145	102	114	108	108
4th quarter	143	143	114	106	108	107
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	165	118	120	118	115
2nd quarter	184	174	130	123	113	118
3rd quarter	161	167	102	111	115	115
1970 April	139	147	111	103	112	107
May	149	144	121	107	105	113
June	151	142	114	108	110	111
July	146	143	97	110	105	108
August	138	139	88	107	101	113
September	142	151	130	128	123	108
October	149	154	138	119	126	114
November	158	152	133	108	118	110
December	155	155	92	118	97	112
1971 January	166	167	125	141	107	122
February	155	160	102	100	120	111
March	153	165	125	120	128	113
April	153	163	114	117	115	121
May	182	175	165	146	116	125
June	184	174	111	106	107	108
July	174	169	94	106	111	115
August	160	158	81	99	104	116
September	161	167	131	128	129	113
October	167	169	142	123	132	120
November p	185	175	152	126	123	117

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Hosiery and other knitted goods: index of production

In the three months ended November 1971, the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 1 per cent less than in the three months ended August 1971.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subjected to slight revision when the complete figures for 1971 have been incorporated.

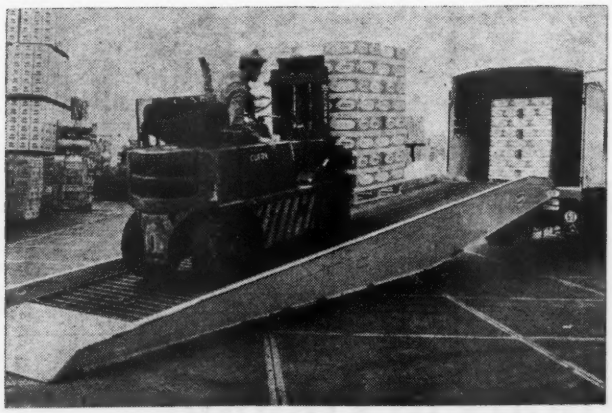
The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109
1965	114
1966	114
1967	114
1968	132
1969	147
1970	149

		Actual	Seasonally adjusted
1969	1st quarter	133	143
	2nd quarter	145	153
	3rd quarter	142	144
	4th quarter	166	147
1970	1st quarter	138	153
	2nd quarter	143	146
	3rd quarter	144	146
	4th quarter	170	151
1971	1st quarter	133	143
	2nd quarter p	147	154
	3rd quarter p	148	150
1970	April	140	141
	May	135	151
	June	155	147
	July	127	141
	August	140	154
	September	166	144
	October	184	153
	November	184	151
	December	144	149
1971	January	124	151
	February	135	138
	March	140	140
	April p	138	153
	May p	151	165
	June p	152	143
	July p	142	158
	August p	134	148
	September p	166	144
	October p	182	151
	November p	181	148



A mobile container loading ramp in use at a Dutch brewery. These ramps are made by Copperloy International Ltd. for loading and unloading containers with palletised cans and cartons at speeds of up to 20 tons in 20 minutes. They are distributed throughout Europe by Keyzar Farnworth Packaging Ltd., Stockport.

Business Monitor

The following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:
- Foam backing, foam laminating and fabric to fabric bonding for November
- Wheeled tractors for November
- Metal-working machine tools for November
- Salt for November.

Quarterly at 37½p a year post free:
- Timber (sawmilling, etc., and builders' woodwork) for second quarter 1971
- Internal combustion engines for third quarter 1971
- Jute for third quarter 1971
- Lace for third quarter 1971
- Cocoa, chocolate and sugar confectionery for second quarter 1971
- Glass for first and second quarters 1971.

Service and distributive series

Monthly at £2 each a year post free:
- Food shops for December
- Clothing and footwear shops for December
- Durable goods shops for December
- Miscellaneous non-food shops for December.

Miscellaneous series

Monthly at £5.25 a year post free:
- Motor vehicle registrations for December

Quarterly at 37½p a pear post free:
- Overseas travel and tourism for third quarter 1971.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16, 1971 on page 562.

British Film Fund Agency returns

The British Film Fund Agency has published the following information for the four weeks ended December 25, 1971:

Distributors' earnings submitted	£	£
High cost films	324,473	
Low cost films:		
Eligible (after multiplying by 2½)	77,133	
Not eligible for 2½ times rental	8,570	
		410,176
Films of less than 3,000 ft. (after multiplying by 2½)		27,281
		437,457

Levy collections paid to Agency by HM Customs and Excise to January 17, 1972, including an estimate of collections approximately covering entertainments for four weeks ended December 25, 1971 — 268,604

The second interim allocation for the fifteenth distribution period will be at the rate of 40 per cent.

Northern Ireland index of production

The provisional index of production for November 1971 is 164. This is the same as the index for October 1971, but 4 points higher than for November 1970.

The index numbers for the main industrial groups with the increase or decrease on November 1970 shown in brackets are: textiles 237 (+34 points); clothing 129 (−3); engineering and metals 122 (−9); food, drink and tobacco 114 (−17); timber and furniture 147 (−4); mineral products 159 (+28); other manufacturing industries 257 (+19); gas, electricity and water 222 (+11).

Electronic capital equipment in the third quarter of 1971

Output

THE Department of Trade and Industry's provisional figures show that the value in current price terms of the third quarter 1971 output of electronic capital equipment amounted to £175 million. This includes research and development, and compares with £164 million for the second quarter and £177 million for the third quarter of 1970.

Of greater significance is the comparison between the first nine months of 1971 and the corresponding period of 1970. It will be observed from the table below that both deliveries (up 2 per cent) and total output (up 1 per cent) were almost unchanged from one period to the other.

TOTAL OUTPUT OF ELECTRONIC CAPITAL EQUIPMENT

£ million, current prices

	1970 Jan.-Sept.	1971 Jan.-Sept.	Change £m	Change %
Computers	155.2	151.0	− 4.2	− 3
Control equipment	55.6	65.9	+10.3	+19
Measuring instruments	34.5	36.5	+ 2.0	+ 6
Nucleonic instruments	3.8	5.3	+ 1.5	+39
Broadcasting equipment	9.3	7.9	− 1.4	−15
Radar	50.3	51.6	+ 1.3	+ 3
Navigational aid equipment	39.1	34.2	− 4.9	−13
Radio communication equipment	56.3	49.1	− 7.2	−13
Other goods	38.4	39.8	+ 1.4	+ 4
Other work	25.3	36.0	+10.7	+42
Total deliveries	467.8	477.3	+ 9.5	+ 2
Research and development	37.5	33.9	− 3.6	−10
Total output	505.3	511.2	+ 5.9	+ 1

The table below contains further information in greater detail.

Export deliveries again lower

In the first nine months of 1971 deliveries for export totalled £172 million, against £189 million in the corresponding period of 1970, a fall of 9 per cent. The proportion of export to total deliveries also fell—from 40 per cent to 36 per cent.

Orders on hand

Home orders on hand continued their decline, and fell a further 3 per cent in the third quarter to £364 million; there was, however, a large increase in export orders to a figure of £242 million. Total orders on hand at September 30, 1971 thus totalled £606 million. Computers were responsible for the higher export orders, and this has been the subject of recent comment by DTI.

ORDERS ON HAND FOR ELECTRONIC CAPITAL EQUIPMENT

£ million, current prices

	Home	Export	Total
December 31, 1967	319	157	476
December 31, 1968	360	176	536
December 31, 1969	394	225	619
March 31, 1970 r	378	203	580
June 30, 1970 r	406	216	622
September 30, 1970 r	392	205	597
December 31, 1970 r	380	201	581
March 31, 1971	393	200	593
June 30, 1971	374	198	572
September 30, 1971	364	242	606

r = revised.

Each of the above totals includes orders for computers. At September 30, 1971, they amounted to £222 million, including £134 million for export.

Employment

There was a fall of 2,000 in the numbers employed in the electronic capital equipment sector between June 30, 1971 and September 30, 1971, when the total was 148,000.

ELECTRONIC CAPITAL EQUIPMENT

Deliveries, R & D and Other work — £ million current prices

	1968		1969		1970 r		1970 4th quarter r		1971 1st quarter p		1971 2nd quarter p		1971 3rd quarter p	
	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export
1. Electronic computers & related equipment	109.4	38.7	141.8	59.3	209.2	90.7	54.0	27.0	48.0	19.0	47.1	20.2	55.9	25.5
2. Industrial electronic control equipment	52.3	12.7	64.3	16.0	77.8	19.8	22.2	6.1	21.1	4.2	22.6	5.2	22.2	5.1
3. Electronic measuring & testing equipment	42.5	19.0	41.3	19.4	47.4	21.8	12.9	6.0	11.7	5.0	11.0	4.8	13.8	7.5
4. Nucleonic instruments & controls	5.3	1.1	5.0	1.3	5.2	1.4	1.4	0.5	1.5	0.5	2.0	0.8	1.8	0.8
5. Public broadcasting & ancillary equipment	10.0	4.7	17.1	7.4	12.2	6.7	2.8	1.8	2.8	1.5	2.4	1.4	2.7	1.1
6. Radar	95.2	41.7	44.9	26.3	63.3	32.2	13.0	4.6	18.3	7.7	20.9	9.1	12.4	4.3
7. Electronic navigational aid equipment			49.1	18.5	52.0	20.7	13.0	5.7	13.5	5.0	8.9	3.7	11.8	3.8
8. Radio communication equipment	52.1	22.3	57.9	26.4	71.9	39.7	15.6	7.8	19.4	8.8	14.2	4.7	15.5	6.2
9. Other electronic capital goods	38.2	10.0	38.5	11.9	50.5	16.8	12.1	3.9	13.6	4.0	12.4	4.8	13.8	3.7
10. Other work	24.9	3.5	30.2	3.8	35.2	2.8	9.9	0.9	11.2	1.0	11.9	1.0	12.9	1.2
Total deliveries	429.9	153.7	490.2	190.3	624.8	252.8	157.0	64.2	161.1	56.7	153.5	55.8	162.7	59.2
11. Research and development	42.8	3.4	45.2	3.4	50.9	2.7	13.4	0.9	11.6	0.3	10.4	0.3	11.9	0.5
Total output	472.7	157.1	535.3	193.6	675.7	255.5	170.4	65.1	172.7	57.0	163.9	56.1	174.6	59.7
12. Sales to other UK electronics manufacturers	10.2	—	10.6	—	19.8	—	6.4	—	5.8	—	4.8	—	4.2	—

NOTES: 1. Items 2, 3, 4 above are derived from the Electronic Capital Equipment and the Scientific Instrument inquiries.
2. Item 10 covers the installation and field maintenance of capital equipment.
3. Item 11 refers only to contract R & D. It does not include 'in-house' R & D for firms' own products.
4. Item 12 is already included as part of the output of these other manufacturers in Total Output.
p provisional. r revised.

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

Two new Business Monitors for food manufacturing industries

THE Ministry of Agriculture, Fisheries and Food announce that the first results of new statistical inquiries into manufacturers' sales in two sections of the food manufacturing industry are now available in the Business Monitor series. The two new Monitors are:

Cocoa, Chocolate and Sugar Confectionery (reference P 96).
Bread and Flour Confectionery (reference P 100).

The inquiries are designed to provide a statistical service to industry and to fit into the new system of industrial statistics being introduced by the Government Statistical Service.

The sales figures in the new Monitors are compiled from returns received from manufacturers in Great Britain. Details are also given of wholesale and retail price indices.

The Business Monitors will be issued quarterly, and can be obtained from HM Stationery Office, PO Box 569, London SE1 9NH, on an annual subscription of 37½p each.

United Kingdom official reserves in January

HM TREASURY announce that the UK official reserves rose by $398 million (£153 million) during January to stand at $6,980 million (£2,679 million) at the end of the month. These figures include the UK allocation for 1972 of SDR 297 million (equivalent to $322 million or £124 million).

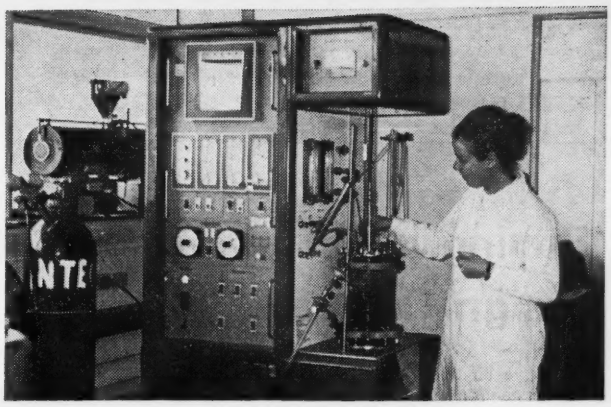
Business names and limited partnerships in Great Britain in 1971

DURING the year ended December 31, 1971 there were 78,728 new registrations under the Registration of Business Names Act 1916 (as amended by the Companies Act 1947) and 8,751 names were removed from the Register. 12,677 statements showing changes in particulars were also filed.

There were 58 new registrations under the Limited Partnerships Act 1907.

Metal-working machine tool statistics

UNDER the heading 'New Statistics for Industry' on page 66 of the January 13 issue of *Trade and Industry*, it was incorrectly stated that the former KS inquiry on metal-working machine tools had ceased publication. This is not so, and the results for the third and fourth quarters of 1971 will be published in the Business Monitor series as usual.



Gallenkamp CeCa (Controlled Environment Culture Apparatus) in use for investigational work at INTEC (Instituto de Investigaciones Tecnologicas) Santiago, Chile. CeCa was designed, and is manufactured by A. Gallenkamp and Co. Ltd. University of London, and enables microbiologists to grow micro-organisms continuously, for research and for small scale production purposes. Its applications range from the fields of antibiotics, vaccines and chemical synthesis to fermentation process and sewage and effluent treatment. Of 18 instruments supplied, seven have been exported including five to the USSR.

Cinema admissions and takings in October and November

DURING October, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 3.29 million and the weekly average of gross box office takings was £1.16 million. The comparable figures for October 1970 were 3.67 million and £1.20 million respectively.

During November, counted as a four week period, the weekly average of admission to cinemas in Great Britain was 2.92 million and the weekly average of gross box office takings was £1.04 million. The comparable figures for November 1970 were 3.37 million and £1.12 million respectively.

New companies registered in Northern Ireland

IN the month of December 1971, 33 private companies with a total nomical capital of £160,140; one public company limited by guarantee, not having a share capital; and one private company limited by guarantee not having a share capital, were registered in Northern Ireland.

During the period January 1, to December 31, 1971, 382 companies with a total nominal capital of just over £2,835,000 were registered, as compared with 341 companies with a total nominal capital of just over £3,053,000 registered in the same period in 1970.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, February 4, 1972. BR/E indicates that the film is a British quota film. BR/NQ indicates that the film is a British non-quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Under Milk Wood	BR/E 35975/5/2/77	91	February 1	Rank Film Distributors Ltd.	Timon Films Ltd.
Big Horn	BR/E 35976/5/2/77	11	February 1	MGM-EMI Distributors Ltd.	The National Film Board of Canada
Versus	BR/NQ 35982	12	February 1	MGM-EMI Distributors Ltd.	RM EMI Visual Programmes Ltd.
The Boy Friend	BR/E 35987/5/2/77	125	February 1	MGM-EMI Distributors Ltd.	Russflix Ltd.
Movietone News 2226	BR/E 35874/5/2/77	7	February 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2226A	BR/E 35875/5/2/77	8	February 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Fortune and Men's Eyes	F 35977	102	February 1	MGM-EMI Distributors Ltd.	Elgin Films, Toronto and Cinemex International Film, New York
Ryan's Daughter	F 35978	194	February 1	MGM-EMI Distributors Ltd.	Faraway Productions AG, Glarus
The Wanton of Spain (La Celestina)	F 35979	127	February 1	Gala Film Distributors Ltd.	Hesperia Films S.A., Madrid
A New Leaf	F 35980	102	February 1	Paramount Pictures (UK) Ltd.	Aries Films Inc.
The Decameron	F 35981	111	February 1	United Artists Corporation Ltd.	PEA Produzioni Europee Associates, Rome
Scratch a Tiger	F 35983	6	February 1	United Artists Corporation Ltd.	Mirisch D.F.
Hawks and Doves	F 35984	6	February 1	United Artists Corporation Ltd.	Mirisch D.F.
Sweet and Sourdough	F 35985	6	February 1	United Artists Corporation Ltd.	Mirisch D.F.
Flying Feet	F 35986	6	February 1	United Artists Corporation Ltd.	Mirisch D.F.
Metello	F 35988	112	February 2	Miracle Films Ltd.	Titanus International, Rome
What Are You Doing After The Orgy?	F 35989	97	February 2	Miracle Films Ltd.	Svensk Filmindustri, Stockholm
Skin to Skin	F 35990	67	February 2	Miracle Films Ltd.	Cine International Filmvertrieb GmbH, Munich
Play Misty For Me	F 35991	95	February 2	Rank Film Distributors Ltd.	Universal International Films Inc.

Amendment to the Register:
The title of the film 'A Strange Love Affair' (F 35747) registered on October 19, 1971 has been amended to 'Two Girls In My Bed'.

'Buying in Britain' opens at The Design Centre

A MAJOR exhibition of well-designed British consumer goods available for export was opened by Princess Margaret at The Design Centre, London, on January 31.

Called 'Buying in Britain' and open until April 8, it is aimed at showing home and overseas buyers a wide range of modern products including tableware, housewares, kitchenware, textiles, toys, furniture, lighting and giftware.

In order to help buyers examine the groups of products which particularly interest them, most of the merchandise is being displayed in categories. The exhibition occupies a major part of The Design Centre and includes a display of jewellery and silverware selected to appeal to overseas buyers; a display of prototypes chosen to show buyers the fresh, imaginative design ideas being produced by designers and students and a special section of products particularly suitable for the American market under the sub-title 'UK to USA'. A selection from this group, together with some prototypes, will later form an exhibition which will tour department stores in the United States. The Department of Trade and Industry will be making a contribution towards the cost of this tour which is being arranged by four American buying houses: Associated Dry Goods (UK) Ltd.; Associated Merchandising Corporation; Gimbel Brothers; and R. H. Macy & Co. Inc.

During the run of 'Buying in Britain', special facilities are being made available to trade visitors including a buyer's sample room with trade literature, export price lists and further details of ranges on display as well as personal assistance in contacting British manufacturers.

A special feature of the 'Buying in Britain' exhibition is a display of prototype designs from students at art colleges and practising designers.

Unusual items

Among the unusual products on show are an ingenious one-man speed boat which has a rotary paddle, propelled by an engine, on either side of the glass fibre hull, a child's pedal car with a bench seat and two sets of pedals so that two children may use it together with space to transport things and a detachable canopy and a child's push-along cart made of two or more units joined together, which has handgrips for steering and articulates at the joints.

Two unusual ideas for children's furniture shown in prototype form are a chest of drawers, incorporating space for storing books and records, shaped like a Christmas tree and a storage unit shaped like a guardsman with moveable arms and brightly painted uniform which has space for storing toys or clothes in the body and head. Among the various prototypes of furniture is the 'old school tie' seating unit upholstered in diagonally striped material and a range of plastics stools which form an elegant design even when stacked.

A display of jewellery and silverware is included in 'Buying in Britain' and is one of a series mounted in association with the Design and Research Centre for the Gold, Silver and Jewellery Industries. On exhibition are various items of silver tableware including beakers, goblets, condiment sets, fruit bowls and candlesticks. The jewellery for both men and women includes bracelets, pendants, brooches, rings, cuff-links and signet rings ranging in price from about £10 to about £500. Some unusual hinged bracelets have silver silhouettes set against coloured acrylic plastics backgrounds; there are watches with wide flexible bracelets; chunky rings and brooches set with crystallised stones; severe geometrical pendants and sets of rings which may be worn together on one finger or separately. Most of the 18 silver and jewellery designers and manufacturers taking part in the display have exhibited overseas during British trade promotions in Canada, the United States and Scandinavia.

Featured in the 'Buying in Britain' exhibition is a silver-gilt and leather chess set with pieces made of London hallmarked silver with gilding inlaid with leather. The leather chessboard is framed with silver-gilt.

Exhibits chosen for display in The Design Centre are selected from Design Index, a record in photographic and sample form of some 10,000 modern British consumer goods in current production which have been chosen by independent selection committees for their good design. This involves the total merit of the products, including such aspects as suitability for purpose, good appearance, sound and appropriate materials, convenience to the user, efficiency and safety in performance and value for money. The Design Centre and its Design Index are an important source of information for trade visitors who wish to assess the quality of Britain's modern consumer products and find out what new products are available.

Services offered by the Council of Industrial Design to overseas buyers include information staff to attend to particular buying problems and a free postcard inquiry and local telephone service to contact Design Index manufacturers or distributors to obtain export prices, delivery dates or other information. Overseas trade buyers and agents are also regularly sent lists of new accessions to Design Index.

A tartan doll made by John Barleycorn is presented to Princess Margaret at The Design Centre. The 'Buying in Britain' export show was opened by Princess Margaret. Mr. John Davies, Secretary of State for Trade and Industry, attended the opening and thanked HRH for her continued interest in good design.

British exhibition in Peking 1973

A BRITISH industrial technology exhibition will be held in Peking, at the Peking Exhibition Centre, from March 26 to April 5, 1973. It will be sponsored by the Department of Trade and Industry in association with the Sino British Trade Council.

Arrangements for the exhibition were agreed in Peking by a party led by Mr. W. T. Pearce, representing the Department of Trade and Industry, and including representatives of the Sino British Trade Council and Industrial and Trade Fairs International Ltd., who have been appointed by the Department of Trade and Industry to organise the exhibition.

The exhibition, which will also include technical seminars, films and discussions, will provide an opportunity for British firms to show advanced industrial techniques, machinery and equipment.

Five hundred British firms have already shown interest in participating and more specific information about the sectors of industry to be covered by the exhibition will be notified as soon as possible.

This will be the first British exhibition to be held in China since 1966.

British technological symposia in Caracas and Mexico City

THE Department of Trade and Industry is organising a British technological symposia to be held in Caracas from June 12-16, and in Mexico City from June 19-23, planned in concert with the British Embassies in Venezuela and Mexico and local specialist interests.

The object of these symposia is to present to selected audiences of Venezuelan and Mexican officials, scientists, technicians and industrialists a series of lectures by specialists from Britain to promote wider understanding of advanced British technological developments.

The programme of subjects will focus attention on modern industrial skills and technical 'know-how' and has been specially selected in conjunction with local government and professional organisations in Mexico and Venezuela, represented in Mexico mainly by CONACYT, the Mexican National Council for Science and Technology; and in Venezuela by the Colegio de Ingenieros, the Anglo-Venezuelan Trade Association, the Association of Electrical and Mechanical Engineers and others.

Brighton boost for international business

WITH eight months to go before the Brighton International Exhibition and Trade Fair again takes place in September (16th-24th), already more than half the available space—55,000 square feet, has been reserved by a wide variety of United Kingdom and overseas exhibitors. The exhibition will climax Euro-Brighton—a year of international events and features in and around the town.

Interchange at Internepcon

From the British Embassy, Tokyo

THE first Internepcon exhibition in Japan took place at the Tokyo International Trade Fair Centre from January 19-22. Internepcon, meaning International Electronic Production Conference and Exhibition, was organised by a Chicago firm, Industrial and Scientific Conference Management, which had held a similar exhibition at Brighton last October. Fourteen British firms took part in a joint-venture sponsored by the Scottish Council Development and Industry.

Holding an electronics exhibition in Japan might daunt most organisers of trade fairs, because this is a field in which local industry is particularly strong. However, Japan was chosen for this very fact. There is a vast market here for electronic products and it follows that there is also a big market for machinery and components which help to produce them.

This was the philosophy which led to the British firms taking part. There were 200 foreign and Japanese exhibitors in all; over half came from the United States, but Britain was the next largest foreign exhibitor. The exhibition, which was open to trade buyers only, was well laid out on a grid system.

Most, though not all, of the British exhibitors had some representation in Japan already. Among these was Avdel Marketing International, who have established their own sales organisation in the country to market their wide range of industrial fasteners. Another exhibitor well acquainted with Japan was Birch Stolec, who reported orders coming in very soon after the opening.

Derritron Electronics, who produce electromagnetic vibration equipment and marine electronic equipment, came to Tokyo without prior agency arrangements. They brought equipment worth more than £10,000 and not only sold it, but appointed two agents with good prospects of further orders.

Elga Products, who make water purification systems and equipment, were put in touch with potential agents upon arrival, who helped considerably in the manning of the stand, and an arrangement was negotiated during the show.

ISC Chemicals, who make fluorine chemicals used in electronics and precision engineering, were assisted by their local group representatives in arousing great interest in their products.

H. Rollet & Co., who manufacture high precision wave-guides for radar and telecommunication, did not know before coming to Japan whether there would be a demand for wave-guides of such high precision. They found that, indeed, there was and reached provisional agreement with a local firm for distribution.

N. Saunders Metal Products brought out optical drilling and production drilling machines; these were left in Japan with prospects of further orders. Other British firms participating were Elite Products with their pneumatic hand tools; Membrain with their computer controlled functional test systems and Quest Automaticn with an automated drafting system for circuit artworks which drew much attention.

Rank Precision Industries exhibited their automatic alignment microcircuit print machines and Research Instruments displayed their micromanipulators and probers. The Sericol Group, which have been active for some time in Japan, displayed a wide range of products for the screen printing industry, and Coates Brothers Inks showed their special inks and preservative coatings for printing circuits.

It was, in brief, a most successful event and, not surprisingly, the Chicago organisers have booked space for a second exhibition in January, 1973.

Algiers international trade fair

THE ninth International Trade Fair at Algiers will be held from September 1-17 and a British Pavilion will be organised provided there is sufficient support from industry.

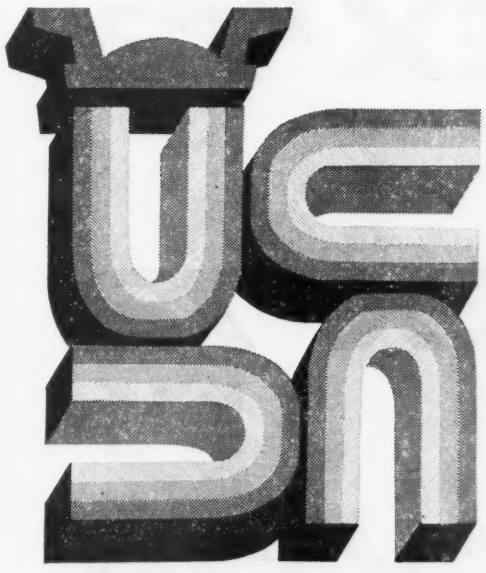
It is considered that the most favourable export opportunities will occur in the fields of mechanical handling equipment; earth moving equipment; machine tools, hand tools and power tools; printing machinery; air conditioning and refrigeration equipment; agricultural equipment; diesel engines; textile machinery; audio visual educational equipment; medical equipment; food processing machinery; animal feed mills; construction equipment and packaging equipment.

Closing date

Letters of invitation to participate have already been sent out to British Industry requesting that completed application forms together with deposits should be returned to the Department of Trade and Industry no later than February 29. A number of acceptances have already been received and therefore, prompt application is urged as space in the British Pavilion is likely to be taken up rapidly. For further information please consult Mr. M. L. Sellek, Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (Tel: 01-248 5757, ext. 7314).

Dispo '72 cancelled

DISPO '72 International Exhibition and Conference on Disposables and Nonwovens, due to be held at London's Hotel Russell from March 21-23 has been cancelled. Organisers IPC Press Ltd., Dorset House, Stamford Street, London, SE1.



spring fair 1972
utrecht
netherlands

27th february-3rd march

Daily from 9 a.m. - 6 p.m., but on Sunday 27th February from 10 a.m. - 6 p.m.

At the same time - but till 1st March - will take place the Do-it-Yourself Exhibition 'Karwei' in the Irene Hall.

Organisation
Royal Netherlands Industries Fair, Jaarbeursplein, Utrecht.
Phone: (030) 914 914 - Telex 47132.

U. K. agent
Exhibition Consultants Ltd., 11, Manchester Square, London W 1.
Phone: 01-486 1951 - Telex 24591.

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Member aeo Association of Exhibition Organisers

XVI. INTERNATIONAL ELECTRICAL ENGINEERS (ASEE) EXHIBITION

'Opportunities in EEC for giftware industry'—

Sir John Eden

SIR JOHN EDEN, Minister for Industry, was unable to attend the opening of the International Gifts Fair at Blackpool on January 31. His opening address was presented by Mr. A. J. Williams, president of the British Jewellery and Giftware Federation.

Sir John Eden said, 'It is difficult to define the giftware industry with any strict precision. It embraces such a wide diversity of products, ranging from a fine bone china dinner service to a set of table mats and encompasses leather goods, cutlery, toys, smokers' requisites, precious and fashion jewellery, dressing table sets, shopping baskets and even reproduction armour—no doubt with a special model for Government Ministers!

'All of these, and many more I am very pleased to learn, are represented here in greater numbers than ever this year.

'British giftware is fortunate in having such a priceless heritage to offer the world and the products of quality from skilled craftsmen are in constant demand. This quality has been meticulously preserved. Items such as British lighters, toys, pottery, and glass probably enjoy a world-wide reputation and so find an immediate market. The British gifts industry is unique. As well as taking in a vast assortment of products, it comprises many small manufacturers and a few large ones. Many, I know, have rather limited resources of personnel and liquid funds, and this quite certainly inhibits the expansion of product ranges and the extension of markets.

'Nonetheless, the Government have been particularly encouraged to see how over the past 23 years your industry, under the enthusiastic leadership of its Export Council and Trade Associations, has welded itself into a vigorous and coherent entity with a formidable approach to the business of selling its goods—both at home and abroad.

'The International Gifts Fair held each year in Blackpool has played a major role in achieving this unified determination and purpose. The Fair was founded in 1950 with only 17 exhibitors; today it houses 1,300 exhibitors in four locations —attracting more than 35,000 buyers each year —a good many of these from outside the United Kingdom.

'It is this remarkable degree of co-operation and organisational skill which we see demonstrated here today which makes one realise what a successful industry this is.

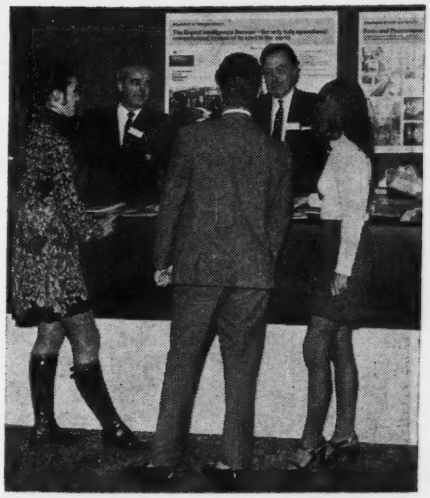
'Britain has come to be regarded as a major centre of European giftware manufacture. I see from your publications that the annual exports of the various industries are currently running at well over £125 million pounds. This shows the degree to which you have been able to penetrate other highly competitive markets and it is an achievement to which all companies, small as well as large, have contributed.

'Throughout the Western world, wherever living standards have risen, this has been reflected by a rapid increase in sales of gifts of all types.

'That this will continue to be so—that the gifts industry can and must expand—I have not the slightest doubt.

'We shall certainly see it happening here. Already this year in the United Kingdom we are seeing the good effects of the substantial measures taken by the Government to strenghten the economy.

'No doubt at this moment, with your experience of showing at trade fairs in Europe, your attention is centred on the undoubted opportunities that our membership of the Community will bring.



Visitors to the Department of Trade and Industry stand at the International Gifts Fair. Blackpool, receive assistance from Mr. J. Lawes (left) and Mr. W. Embleton (right) from the DTI Regional office, Manchester.

'Of course, it will also spell greater competition, but that is a challenge which I know your industry expects and welcomes.

'You are no strangers to the European scene and I am confident you know how to make the most of it.

'Many thousands of buyers have long considered a visit to the International Gifts Fair at Blackpool to be an essential part of their buying programme.'

GOLD AWARD FOR EXPORTS

Brighton International Exhibition 72 and Trade Fair

Britain's showplace for international business, Brighton '72 will create big new selling opportunities in Europe and beyond. Climax to Euro-Brighton – a year of international attractions and events, the B.I.E. presents a unique shop window for industry and commerce. Extensive advertising and promotion will attract buyers from Britain and throughout the World. New innovations and joint promotions will help **you** to sell – at home and abroad.

Nearly one half of space is sold already!

Brighton '72 means business. It could mean big business for you.

16-24 September 1972 Metropole Exhibition Centre

Enquiries to:
The Lawson Organisation, Green Dragon House, 64 High Street, Croydon CR9 2UH, England.
Telephone 01-686 5741-3

MISSIONS and TOURS

A Japanese air traffic control study team visited England from February 1-4. During their stay visits were made to the Heathrow Approach Control, Aerodrome Control, and ATC Simulator Room and the following day the London Air Traffic Control Centre, West Drayton (above).

Visit to Australia

MR. T. F. ELSTON, a director of Aiton and Co. Ltd., pipework and process plant engineers, Derby (Whessoe Group), left for Singapore on January 29 on his way to Australia where he will be until February 24. Mr. Elston will be meeting personnel at Aiton Australia (Pty) Ltd., and at Melesco (Pty) Ltd. the manufacturing organisation jointly owned with the Superheater Co. (Pty) Ltd., all based at Yennora, New South Wales. He is also visiting Queensland, Victoria and Western Australia on behalf of Aiton. In these places he will be visiting Aiton customers as well as having discussions with State officials and power plant engineers, concerning future electrical generation developments. From Perth, Australia, Mr. Elston is flying to Johannesburg, for talks with the Electrical Supply Commission. From there he returns to London.

Far East tour

MR. HAROLD YATES, export director of Coleman and Co. Ltd., Norwich, manufacturers of Wincarnis Tonic Wine and shippers of wines from the vineyards of Europe, left the United Kingdom on January 23 for a tour of Far Eastern markets. Says Mr. Yates, 'It is the policy of my company that export markets should be visited regularly both for the sake of maintaining close relations with our agents and customers and keeping an eye on current market conditions which can influence future sales policy.' During his tour Mr. Yates will visit agents and customers in India, Ceylon, Nepal, Burma, Thailand, Hong Kong and Japan.

Chairman on South African visit

CHAIRMAN and managing director of London based Wolf Electric Tools Ltd., Mr. G. M. Wolfe, set off on February 3 for a four week visit to the group's Johannesburg based South African associate company, Wolf Electric Tools (Pty.) Ltd.

EXPORT ORDERS

$3.5 million mining industry order

Two orders have been won by Gullick Dobson Ltd., amounting to $3.5 million, in the face of competition from German manufacturers, the major part of which is for the supply of powered roof supports for the American coal mining industry.

Gullick Dobson, a Wigan based member of the Dobson Park Industrial Group, is claimed to be the world's largest manufacturer of powered roof supports for longwall mining systems, and during 1971/72 has made a concerted attack on the United States market, culminating in an order intake of $6 million, obtained during the past 14 months.

The recent orders are for the 4/500 (US ton) support, which has been developed specifically for the American coal mining industries. These orders, for Gullick Dobson powered roof supports, have been placed by Greenwich Collieries of Ebensburg, Pennsylvania, and a large coal producer operating in the mid-West. Joy Manufacturing Co. of Pittsburgh, Pennsylvania, who received the orders are agents for Gullick Dobson powered roof supports and suppliers of the complete mining plant for longwall mining systems which, as a long established method of coal seam working in Britain coalfields is gaining acceptance in the coal mining industry of the United States.

Gullick Dobson now have their products operating on 17 longwall faces in North America and are, during 1972, planning to further increase their penetration of this market.

A record £168 million

Exports of medicines from the United Kingdom—antibiotics, vitamins, vaccines and tropical medicines etc—brought in a record £168.4 million in 1971, according to figures released by the Association of the British Pharmaceutical Industry. This is an increase of 20 per cent over the 1970 record exports of £140.3 million and means that exports have more than doubled in the last four years. Moreover, these figures do not include substantial 'invisible' earnings and royalties from overseas subsidiary companies.

Top export customers in 1971 were Nigeria (£10.5 million), the Irish Republic (£9.5 million), Japan (£9.3 million) and Belgium (£9 million).

Equipment for Muscat and Oman

SGB Export Ltd., Mitcham, has received a £23,000 order from George Wimpey & Co. Ltd. to supply scaffolding and formwork equipment for use in the building of the new government offices of the Sultan of Muscat and Oman at Muscat.

Iranian oil deal

A contract recently placed by Iranian Oil Services Ltd. with the computer and instrumentation division of Westinghouse Electric SA, Hitchin, calls for 'Veritrak' instrumentation at the Iranian Oil Operating Companies' (IOOC) new Gurreh pumping station near Abadan. Commissioning will be carried out by Westinghouse engineers, and completion is due in mid-1972. Value of the contract is £60,000.

Control equipment for Uganda

The Bradford panel manufacturing engineers, Switchgear and Instrumentation Ltd., has won a 'substantial order' to supply motor control boards for the overall control of a cement factory at Hima, Uganda. This is the first time that the Bradford firm has supplied equipment to Uganda and the order has been placed by Vickers Ltd., of Barrow. Delivery of the equipment will take place in March.

£40,000 order from Finland

Permali Ltd., Gloucester, has gained a £40,000 order for electrical insulating materials from Finland's largest heavy electrical manufacturing company.

The bulk of the consignment to the main Stromberg factory at Vaasa will be of Permawood and Permali, the sophisticated laminated wood materials developed by Permali for use in the world's largest transformers.

'Although Finland is one of Europe's greatest timber producing countries, she has no beech trees which we use in veneer form in the manufacture of densified wood components. Nor have they a wood densification industry,' says Mr. Ian Douglas, Permali export manager.

First Venezuelan order

Switchgear and Instrumentation Ltd., the Bradford panel manufacturing engineers, has won their first order for Venezuela. Placed through J. R. Williams and Co. (electrical engineers) Ltd., of Stockport, it is worth about £25,000 and is for the supply of multi-motor starter boards to control the operation of a raw sugar factory in Yaracuy, Venezuela. The building is being designed and built by Mirrlees Watson and Co. Ltd. Delivery of the equipment will take place early this year.

Rolling mill expertise for Japan

One of Japan's leading engineering companies will in future be building rolling mills for steel and non-ferrous industries to the designs of a British company.

The licence agreement, which has been ratified by the Japanese Government, has been reached between Loewy Robertson Engineering Co. Ltd., Poole, Dorset, (a Davy-Ashmore Company) and Sasebo Heavy Industries Ltd., Sasebo, Japan.

The licence covers rolling mills and ancillary equipment to process strip, sheet and foil products. It includes the advanced technology, in which Loewy Robertson has a world lead, for hydraulic position-controlled constant gap mills. These mills are capable of producing strip and sheet consistently to high standards of accuracy, with consequent improved yield from the plant. Loewy Robertson has already sold 25 such mills both in the United Kingdom and abroad and continued demand is expected for them as appreciation of their performance capability spreads.

Sasebo Heavy Industries, who are world renowned for the construction and design of super-tankers, and are on record as having built the largest tanker in the world, already have a thriving engineering division which will be further strengthened by the access to Loewy Robertson technology. Sasebo's heavy machine shop facility and their experience in the timely delivery of large engineering contracts are expected to find fruitful application in the construction of tolling mill equipment for which sustained demand is expected in Japan and elsewhere.

The licence agreement will provide Sasebo Heavy Industries with the exclusive rights for the sale and manufacture of Loewy Robertson designs in Japan and joint exclusive rights with Loewy Robertson in Korea, Taiwan, Philippines, Cambodia, Vietnam, Thailand, Indonesia, China and Laos.

Sales by Sasebo under the Loewy Robertson licence agreement will be made through Toyo Menka Kaisha, the well-known Japanese trading organisation.

'Souvenirs' airlift for Mecca pilgrims

The million Moslems now on annual pilgrimage to Mecca will find £35,000-worth of Ronson lighters alongside more traditional take-home souvenirs in the Holy City's shops and bazaars. Negotiations for the deal began last October in Jeddah, switched to Bahrein and Kuwait—and then to City financiers.

£1¼ million order book

Hayward Tyler & Co., the Luton based member of Stone-Platt Industries, ended 1971 in fine style with a record number of export orders in December, worth £1¼ million The bulk of these orders were from Combustion Engineering of the United States for 28 glandless boiler circulating pumps for eight different conventional power stations being built in the States and due for completion during the period 1973-4.

The contracts for these pumps were negotiated by Hayward Tyler Inc., of Greenwich, Connecticut, a Stone-Platt pump division company set up in 1970 to market Hayward Tyler products in the United States and Canada.

Also included in this record input were orders for glandless circulators to be installed in power station boilers being built by Combustion Engineering licencees in Japan, South America and Mexico.

The end of the year intake also included a substantial order placed by Procon G.B. Ltd. for auxiliary steam turbines to be installed in the refinery being built at Come-by-Chance, Newfoundland.

£2 million Ontario clinic complex

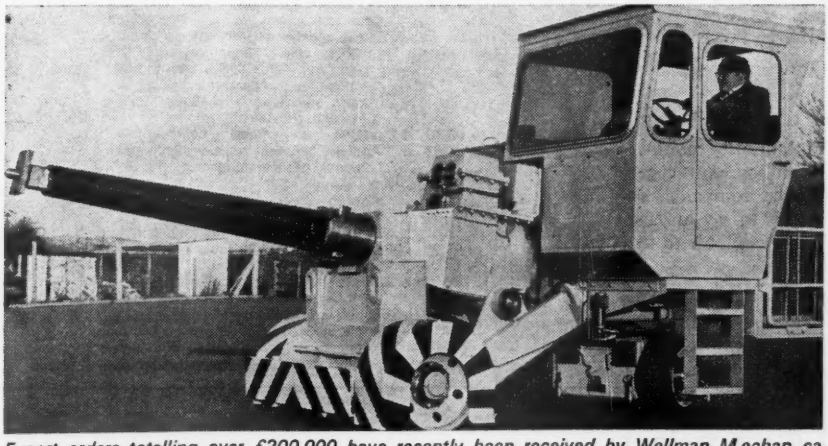
A contract valued at approximately $2,200,000 has been awarded by the Department of Correctional Services of the Department of Public Works, Ontario, to The Mitchell Construction Co. (Canada), a member of The Mitchell Construction Kinnear Moodie Group Ltd., Peterborough.

The project is situated at Brampton, Ontario, where the company is to construct under a general trades contract a series of intercommunicating buildings to house administrative, diagnostic, academic, accommodation and recreational services for hospital patients. The buildings will be of single and two storey construction in reinforced conrete with metal deck roofs.

Middle East order for Scarborough firm

The Electro Mechanical Manufacturing Co. Ltd., Scarborough, has won its first large order in Saudi Arabia. Worth about £30,000, it is for the supply of the whole of the motor control gear involving YFD cubicle switchboards for the new Riyadh hospital.

The hospital will accommodate 230 beds and each patient will have a separate room complete with various amenities, including a television set.



Export orders totalling over £200,000 have recently been received by Wellman Mechan ca Equipment Ltd., Darlaston, Staffs, a member of The Wellman Engineering Corporation. The largest of these orders was placed by GKN Contractors Ltd. and is for machines to be supplied to the Acos Finos Piratini steelworks at Charqueadas, Brazil. This photograph shows the first of these machines to be completed, a 1500 kg box charger. It will be used in primary steel production, its function being to charge additions into the direct arc melting furnace.

Mr. L. Mariano, sales engineer for Mantrade Machinery and Equipment Co., distributors of Coles Cranes in the Philippines, recently handed over the keys of the first Coles Speedcrane 7T to arrive in that country, to Mr. V. Tibay, group manager of Honiron Philippines Inc. diesel engineers of Manila. The crane will be used for handling machine parts in their workshops and stockyard. Also pictured are Mr. J. H. Proud, a Coles export service engineer and other representatives of Honiron Philippines Inc.

Computer contract finalised

Electrical Research Association, Leatherhead, has won 'one of the most significant contracts for a project ever to be placed with the Association by an overseas client'. Under this, ERA computer unit's CAPICS suite of computer programs will be employed on behalf of ASEA of Sweden for the whole of the cabling for Oskarshamm II nuclear power station.

ASEA carried out an evaluation study and used the programs for a small system at Leatherhead during June 1971. In November, the Swedish government announced that it was bringing forward its nuclear power station building programme and that contracts had been placed for four stations. Within a week ASEA asked ERA to send a team to negotiate use of the CAPICS programs on the ICL 1903A computer at Leatherhead for Oskarshamm. The terms of the contract were agreed after two days and project engineers from the ERA Computer Unit started work in Sweden on December 1 to prepare for the first computer run. The project will be completed by November, and data is being flown from Sweden to the United Kingdom in batches for processing.

Cable design and installation schedules for use on site will be flown back to Sweden for work to start in February on the installation in the power station of the 20,000 cables.

Negotiations are already in hand for processing the cables for the second power station at Barseback which ASEA are also constructing. An agreement for hire of the CAPICS programs has been signed, and it is expected that these will be implemented on ASEA's IBM 370 computer complex during 1972.

Record export figures

Hugh Smith (Glasgow) has announced a record start to the New Year with export orders totalling £318,000 booked in January for its heavy duty machine tools.

TRADE INFORMATION

Pakistan: economic measures

THE Government of Pakistan has recently introduced a number of measures affecting commercial activities in Pakistan. Some of those considered to be of interest to exporters and industrialists in this country are summarised below.

Economic Reform Order, 1972

This measure brings 10 categories of industry under state control. It provides for the replacement of directors and managing agents in the companies affected, by Government nominees, but corporate ownership will remain with the shareholders, including the replaced directors, who will continue to hold their shares. It was stated that the measure would not affect foreign investment, and the companies, totalling 32, who are subject to state control, bear out this statement. The industrial categories and companies affected are:

CATEGORIES

- Iron and steel
- Basic metal
- Heavy engineering
- Heavy electrical
- Assembly and manufacture of motor vehicles
- Tractor plants, assembly and manufacture
- Heavy and basic chemicals
- Petro-chemicals
- Cement
- Public utilities, viz electricity generation, transmission and distribution, gas and oil refineries

FIRMS WHOSE MANAGEMENT HAS BEEN TAKE OVER

- Steel Corporation of Pakistan, Karachi
- Hyesons Steel Mills, Karachi
- General Iron and Steel Works, Karachi
- Valika Steel Works, Karachi
- Model Steel Mill, Murridke
- Karimi Steel industries Ltd., Nowshera
- MK Foundries and Engineering Works, Lahore
- Ittefaq Foundries and Workshop, Lahore
- Ali Automobiles, Karachi
- Wazir Ali Industries, Karachi
- Haroon Industries, Karachi
- Kandwalla Industries, Karachi
- Ghandara Industries, Karachi
- Ghandara Diesels Ltd., Lasbella
- Rana Tractors and Equipment, Lahore
- Arokey Chemicals, Karachi
- Indus Chemicals and Alkalis, Karachi
- Valika Chemicals, Karachi
- United Chemicals, Lahore
- Valika Cement, Karachi
- Ismail Cement, Gharibwal
- Pakistan Cement Industries, Hattar
- Pakistan Progressive Cement Industries, Karachi
- Cement Industries, Bandot
- Pakistan Fertiliser Company, Karachi (currently under construction)
- National Refinery Ltd., Karachi
- Kohinoor Rayons, Lahore
- Beco Industries, Lahore
- Jafar Industrial Corporation, Lahore
- Karachi Gas Company, Karachi
- Rawalpindi Electric Power Company
- Multan Electric Power Company

Monopoly control rules

Rules promulgated by the Monopoly Control Authority required private companies with assets exceeding Rs 10 million, to register with the Authority. The rules further required that companies so registered should become public companies, that is to say at least 50 per cent of their shareholdings should be made available to the public.

Tractor and motor vehicle assembly

The manufacturing licences of the following tractor and motor-car assembly plants have been cancelled:

Adamji Deutz (Pakistan) Ltd. Monnoo Motors
Aroosa Industries Ltd. Fecto Ltd.
Shahnawaz Ltd.

When this announcement was made it was stated that imports of motor-cars and tractors would be stopped and that import emphasis would be on trucks and buses. The Government's intention was to concentrate on a few types of tractors, which would be manufactured or assembled locally. It was also planned to manufacture trucks and buses locally.

Agriculture

The Government set up separate committees to evaluate the performances of the Agricultural Development Bank of Pakistan (ADBP) and the sugar industry. A committee was also set up to evaluate the West Pakistan Agricultural Development Corporation (WPADC); the Development Corporation was subsequently dissolved and its functions transferred to the provincial governments.

CRE ext. 2278

UK trade with China in 1972

ARRANGEMENTS for the import into the United Kingdom of goods from the People's Republic of China which remain subject to quantitative restriction for the 12 months commencing January 1, 1972, are set out below.

CHINESE GOODS FOR IMPORT INTO THE UNITED KINGDOM

January 1 to December 31, 1972

New quota no.	Old quota no.	Tariff no.	Heading	Value £'000 or quantity
1	1 (part)	ex 02.06 ex 16.02	Canned ham	55(a)
2	4, 5	ex 03.01	Sea fish fresh (dead) or chilled other than sturgeon	
		ex 03.03	Crustaceans and molluscs fresh (live or dead), frozen, chilled, salted, in brine or dried *other than:* fesh cockles mussels prawns shrimps winkles	
			Crustaceans in shell, simply boiled in water, *other than* prawns and shrimps not in airtight containers	
		16.05	Crustaceans and molluscs prepared or preserved	105(a)(c)
3	6	ex 04.03	Fresh butter	100
4	8	ex 07.02	Vegetables preserved by freezing being: Asparagus, green beans, beetroot, broccoli and cauliflowers, brussel sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, dry-bulb onions and shallots, green peas, radishes, rhubarb, spinach and turnips	235 tons
5	9	ex 07.04	Dried vegetables being: Asparagus, green beans, beetroot, broccoli and cauliflower, brussel sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than in bulk), lettuce, and endive, mushrooms, dry-bulb onions, and shallots, radishes rhubarb, spinach and turnips	106
6	10	ex 08.10 ex 20.03	Fruit preserved by freezing being: Apples, cherries, gooseberries, loganberries, pears and plums	720 tons
7	11	ex 08.12	Dried fruit being: Apples, cherries, gooseberries, loganberries, pears and plums	90
8	1 (part)	ex 16.02	Other canned pigmeat, including pork loin	550(a)
9	2	ex 16.02	Prepared poultry, fully cooked	158(b)
10	3	ex 16.02	Edible prepared pig's offal	200(a)
11	12	ex 20.02	Canned or bottled vegetables being: Asparagus, green beans, beetroot, broccoli and cauliflower, brussel sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, dry-bulb onions and shal-	

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

New quota no.	Old quota no.	Tariff no.	Heading	Value £'000 or quantity
			lots, green peas, radishes, rhubarb, spinach and turnips	103
12	13	ex 20.06	Canned or bottled fruit being: Apples, cherries, gooseberries, loganberries, pears and plums	183
13	14	ex 20.07	Juices of: Apple, blackcurrant and pear	25
14	22		Gloves, the following:	
		ex 39.07	plastic gloves	
		ex 40.13	rubber gloves	
		ex 42.03	leather gloves, including gloves of leather and furskin or of leather and artificial fur	
		ex 43.03	gloves of furskin	
		ex 43.04	gloves of artificial fur	
		ex 60.02	gloves knitted or crocheted to shape, not elastic nor rubberised	
		ex 61.10	gloves of woven cotton or flax	154
15	18	50.04 ex 50.07	Thrown silk yarns	10
16	19	ex 50.09 ex 50.10	Woven fabrics of silk of a weight exceeding 12 oz. per 7 sq. yd. in the gum, or exceeding 10 oz. per 7 sq. yd. not in the gum	650
17	21	53.11	Woven fabrics of wool or fine animal hair	20
18	15	55.05 55.06 55.07	Cotton yarn	
		55.08 55.09	Woven fabrics of cotton	
		51.04 56.05	Yarn of man-made fibres not put up for retail sale	
		56.07	Woven fabrics of man-made fibres	
		ex 58.04	Woven pile and chenille fabrics of cotton or of man-made fibres	
		58.05	Woven narrow fabrics of cotton or of man-made fibres	
		ex 59.13	Woven elastic fabrics of man-made fibres exceeding 30 cm in width, or of cotton	159.3
19	20	ex 60.04	Under garments of knitted or crocheted wool	
		ex 60.05	Outergarments and other articles of apparel of knitted or crocheted wool or fine animal hair	50
20	16		Textile manufactures being:	
			(a) Household textiles (not more than £231,250) the following:	
		ex 60.05 ex 60.06	Bed linen, table linen, curtains and other furnishing articles wholly or mainly of knitted or crocheted cotton or man-made fibres	
			Other articles for household use wholly or mainly of knitted or crocheted man-made fibres	
		ex 62.01	Travelling rugs and blankets, other than electric blankets, wholly or mainly of woven cotton or man-made fibres	
		ex 62.02	Bed linen, table linen, toilet linen, curtains and other furnishing articles wholly or mainly of woven cotton, man-made fibres or flax (of which not more than £63,600 for cotton towels)	
			(b) Apparel, the following:	
		ex 60.04 ex 60.05	Under and outer garments and other articles of apparel, of knitted or crocheted cotton or of man-made fibres	
		ex 61.01 ex 61.02	Outer garments of woven cotton, man-made fibres or flax	
		ex 61.03 ex 61.04	Under garments of woven cotton or flax	
		ex 61.05	Handkerchiefs (of which not more than £25,475 for cotton handkerchiefs) of woven cotton or man-made fibres	
		ex 61.06	Shawls, scarves, mufflers and the like of woven cotton, man-made fibres or flax	
		ex 61.07	Ties, bow-ties and cravats of woven cotton or flax	
		ex 61.08	Collars and other articles falling within 61.08 of woven cotton or flax	
		ex 61.09	Corsetry and the like of woven cotton	316.25
21	24	64.01 64.02	Footwear	110
22	23	ex 65.02 ex 65.04 65.05 65.06	Headgear, not being wholly or partly of wool or fur felt	692
23	26	69.11 69.12 69.13	Domestic and ornamental china and earthenware (of which not more than £120,000 for ornamental ware)	225.5
24	27	ex 73.38	Enamelled holloware	18
25	25	91.02 ex 91.04	Non-electric clocks (of which not more than £22,000 for alarm-clocks)	75

Notes:

(a) Subject to Public Health Imported Food Regulations.
(b) As defined by the Poultry Carcasses Landing Order, 1971.
(c) Licences for frozen prawns will be issued on application to the full value requested.

Subcontracting between developed and developing countries

THE United Nations Industrial Development Organisation (UNIDO) is now implementing a programme intended to promote international subcontracting arrangements between developed and developing countries.

UNIDO is trying to identify subcontracting offers from firms in developed countries and propose suitable partners from developing countries. An International Subcontracting Exchange has been established to act as the intermediary and to:

(i) Identify in the industrialised countries manufacturing processes which could be subcontracted in developing countries.
(ii) Locate specific firms which are interested in subcontracting a portion of their operation to developing countries.
(iii) Locate firms in developing countries which will act as subcontractors and are able to participate in such arrangements.
(iv) Provide technical, economic and legal assistance to potential subcontractors.

UNIDO has so far established working contacts with the following developing countries:

Bolivia	Honduras	Pakistan
Cameroon	Hong Kong	Philippines
Chile	India	Republic of Korea
China	Indonesia	Senegal
Cyprus	Iraq	Singapore
Colombia	Iran	Thailand
Republic of Zaire	Libya	Tunisia
Ivory Coast	Morocco	Turkey
El Salvador	Mauritius	Uruguay
Greece	Mexico	Tanzania
Ghana		Kenya

In addition, a register of potential subcontractors has been created, which includes approximately 200 firms in 16 different developing countries. The number of firms on the register is growing rapidly. Information available on these firms includes: a description of the products manufactured by the firm; the annual rated capacity; the number of employees and the hourly salary rate of the different classes of labour; the type of products, parts or components the firm is in a position to manufacture; and detailed technical characteristics and specifications of the machines owned by the firm. The firms on the register encompass a large range of products covering practically all consumer goods and some equipment production with special emphasis on metalworking, automotive parts, optical lenses, clothing, footwear and furniture. At present the UNIDO Exchange has received about 30 subcontracting offers from German, Austrian, Belgian, Dutch and Finnish industries.

Firms interested in the scheme should contact Mr. S. Zampetti, Export Industries Section, Industrial Policies and Programming Division, UNIDO, Lerchenfelder Strasse 1, A-1070 Vienna, Austria.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

British £3 million credit for Israel

ECGD BACKS WARBURG AGREEMENT: Israeli buyers will have a further opportunity to purchase a wide range of British capital goods under a £3 million line of credit being made available by S. G. Warburg and Co. Ltd. and guaranteed by the Export Credits Guarantee Department on January 31.

Under the credit, negotiated by S. G. Warburg with the Industrial Development Bank of Israel, Israeli buyers in both the private and public sector will be placing orders in the United Kingdom over the next 18 months for miscellaneous capital goods and associated services required for the continued development of Israeli industries.

Finance under the credit will be available for 90 per cent of the UK element of any individual contract of a minimum value of £20,000, at a fixed rate of interest of 6½ per cent. The 10 per cent balance will be payable from the buyer's own resources and should include a downpayment of at least 5 per cent on signature of contract with further instalments to be negotiated on commercial terms.

Terms of repayment of the loan will be over a period of five to seven years depending on the value of each individual contract, ie £20,000 to £100,000, five years; £100,000 to £250,000, six years; over £250,000, seven years. Access to the credit is confined to ECGD comprehensive policyholders unless contracts would normally qualify for specific cover.

ECGD has now guaranteed five lines of credit for Israel since 1967. Their total value amounts to £20.5 million, of which £17.5 million has been made available by S. G. Warburg.

Exporters requiring further information about the latest credit should address inquiries to the Export Credits Guarantee Department (Mr. I. Bonnett, Buyer Credit Division 1, Tel: 01-606 6699, ext. 7302) or S. G. Warburg and Co. Ltd. (Mr. A. Brandt, Tel: 01-600 4555).

Anglo-Hungarian trade arrangement signed

AN annual trade arrangement between the United Kingdom and Hungary was signed in London on February 7.

The arrangement, which was concluded within the framework of the Anglo-Hungarian five-year trade arrangement signed on January 1, 1968, is intended to promote the further expansion of trade between the two countries and makes detailed provisions for Anglo-Hungarian trade during the calendar year 1972.

Increased quotas amounting to approximately £500,000 were agreed for a number of Hungarian goods which are still covered by United Kingdom import quotas, and quota increases amounting to £425,000 were also agreed for United Kingdom export to Hungary of certain consumer goods. The provision for the export of all other UK goods to Hungary was increased to £19 million.

Our exports to Hungary in 1971 reached the record figure of £20.8 million compared with imports of £9.4 million in 1970 and £11.4 million in 1971.

The text of a long-term economic and trade agreement between the United Kingdom and Hungary was also initialled on February 7 by officials after two weeks' negotiations. The text will now be submitted to the two governments for approval and it is hoped that it will be signed shortly.

United Kingdom aid to developing countries

SEYCHELLES: Britain is making a grant of £1.2 million to the Seychelles to finance the first stage of a project in the northern half of Mahé, the main island, to improve water supplies. This grant, made by the Overseas Development Administration, provides for an intake and treatment works at Cascade on the east coast and for minor service reservoirs as well as various access roads and distribution mains. The area to be assisted by the project includes the capital of Victoria and, besides being the most heavily populated, is that part of the island where the tourist industry is tending to develop most. This grant for water supply facilities is the latest of four made by Britain since 1970 specifically to develop different sectors of the Seychelles' public services and thus help promote their tourist industry. The others have been for the development of a new town centre and port at Victoria on reclaimed land; for a new power station to improve Mahé's electricity network; and for a new sewerage and sewage disposal system. (Ref. 19729)

CRE ext. 2226

France and East Germany

The French *Moniteur du Commerce International* of January 17, 1972, announced that a Protocol regulating trade between France and East Germany for the year 1972 was signed in Paris on December 9, 1971. East German exports to France will include machine tools, printing machinery, electrical equipment, machinery and mechanical appliances, measuring instruments, and laboratory articles, cables, chemical products and horses for slaughter. French exports to East Germany will include agricultural products, plant and industrial equipment, consumer goods and semi-processed goods. Copies of the Protocol in French can be sent on request or seen at Export House.

EDB ext. 423/408/288

Hints to business men booklets

DOMINICAN REPUBLIC, PERU AND TUNISIA: Revised editions of the booklets on Dominican Republic, Peru and Tunisia have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757 ext. 7146), or to any Regional Office of the Department of Trade and Industry.

Iran and Poland

THE Iranian Ministry of Economy has announced that the validity of the lists of imports and exports attached to the Trade Agreement between Iran and Poland, dated December 16, 1969, has been extended for a period of six months from January 1 to June 30, 1972.

EDB ext. 420/475

Saudi Arabia and Tunisia

THE 1965 trade agreement between Saudi Arabia and Tunisia has been extended for a further two years, until January 1974.

EDB ext. 420/475

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations and proposed regulations which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts and draft texts may be seen on application.

General: Regulation (CEE) No. 144/72 modifies the countervailing amounts fixed in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of Member States. (*Journal Officiel* No. L19, January 23, 1972)

Regulation (CEE) No. 164/72 modifies the countervailing amounts in the agricultural sector fixed by Regulation (CEE) No. 144/72. (*Journal Officiel* No. L22, January 26, 1972)

Wines: Regulation (CEE) No. 2647/71 relates to the abolition of the conclusion of private storage contracts for type R III table wine. (*Journal Officiel* No. L275, December 15, 1971)

The *Journal Officiel* No. L20, January 24, 1972, contains the provisional return (under reference 72/46/CEE) for the 1971-72 wine marketing year.

Regulation (CEE) No. 176/72 completes Regulation (CEE) No. 1437/70 relating to storage contracts for table wine. (*Journal Officiel* No. L23, January 27, 1972)

Fish and fish products: The *Journal Officiel* No. C5, January 21, 1972, contains the draft texts of the following proposed regulations:

(i) relating to the import, into the Community, of certain fish products originating in Morocco.

(ii) relating to the import, into the Community, of certain fish products originating in Tunisia.

It should be noted that the texts of the Regulations, when finally approved, may differ from the draft texts referred to above.

Sugar: Regulation (CEE) No. 174/72 completes Regulation (CEE) No. 1344/71 in so far as it concerns the conversion into French francs of the amount to be paid by sugar manufacturers to sellers of sugarbeet produced outside the basic quota during the 1970-71

sugar marketing year. (*Journal Officiel* No. L23, January 27, 1972)
EDB ext. 7174/408

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, July 22, 1971, contained a notice about a number of Regulations relating to the opening of tariff preferences for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. L275, December 15, 1971 contains the text of Regulation (CEE) No. 2652/71 reimposing the Common Customs Tariff duties on drawn or blown glass (CCT No. 70.05) originating in Yugoslavia, which benefits from tariff preferences specified in Regulation (CEE) No. 1309/71.

Trade and Industry, January 27, 1972, contained a notice about Regulation (CEE) No. 2799/71 relating to the opening of tariff preferences for certain textile products and footwear originating in developing countries. The *Journal Officiel* No. L22, January 26, 1972, contains the text of Regulation (CEE) No. 162/72 reimposing the Common Customs Tariff duties on yarn of man-made fibres (discontinuous or waste), not put up for retail sale (CCT, No. 56.05A originating in developing countries, benefiting from tariff preferences specified in Regulation (CEE) No. 2799/71.

The French texts of the Regulations referred to above may be seen on application.

EDB ext. 7174/408

RULES OF COMPETITION: The *Journal Officiel des Communautés Européenes* No. L22, January 26, 1972, contains the text of Decision 72/68/CEE concerning procedures under Article 85 of the EEC Treaty (IV/595-Nederlandse Cement Handslmaatschappij NV). The French text may be seen on application.

CRE ext. 2354/2355

IMPORTS FROM NON-MEMBER COUNTRIES: Decision 72/42/CEE authorises France to exclude from Community treatment asparagus, prepared or preserved without vinegar or acetic acid (CCT No. 20.02 D) originating in Taiwan and freely circulating in the other Member States. (*Journal Officiel* No. L16, January 20, 1972).

EDB ext. 7174/408

HARMONISATION OF LEGISLATION: The *Journal Officiel* No. L18, January 22, 1972, contains a correction to Directive No. 70/357/CEE relating to the harmonisation of Member States' legislation concerning substances having antioxygenating effects which can be used in foodstuffs intended for human consumption. The French texts may be seen on application.

EDB ext. 7174/408

TARIFF QUOTAS IN THE EEC—CORRECTION: *Trade and Industry*, January 27, 1972, contained a notice about Regulation (CEE) No. 2778/71 relating to the opening, allocation and administration of 50,000 tonnes of ferro-silico-manganese. The allocation for Italy should read 1,800 tonnes not 1,600 tonnes as wrongly printed.

EDB ext. 7174/408

Spain

TEMPORARY SUSPENSION OF IMPORT DUTY ON MILK POWDER: The Spanish *State Gazette* of January 26, 1972, announced the suspension of import duty on natural milk powder 26 per cent with a fat content of 1 per cent (tariff heading 04.02-A.1.a) until April 15, 1972.

EDB ext. 462/471/472/473

Greece

TEMPORARY ABOLITION OF IMPORT DUTY ON ANIMAL FOODSTUFFS: It has been announced by the Greek Ministry of National Economy that the duty free import of certain animal foodstuffs (see *Trade and Industry*, August 5, 1971, page 255), has been extended until December 31, 1972.

EDB ext. 420/475

Federal Republic of Germany

INCREASE IN ALCOHOL TAX: The Federal German authorities have increased the tax on certain alcoholic beverages by about 25 per cent with retrospective effect from January 1, 1972.

EDB ext. 466/467/482

Britain and the EEC

Collected edition of *Trade and Industry* articles available free from DTI

In less than a year Britain expects to be a full member of the EEC. Already many firms are actively preparing to take full advantage of the new opportunities and to meet the new challenge which entry will bring. Many others, especially small and medium sized firms, are only now beginning to consider what membership will mean to them. Some perhaps—especially those not involved in exporting—may even feel that Brtain's entry will have little direct impact upon them. This is very far from the truth.

Membership will have important and far-reaching implications for the whole of British industry, not only in the export field but also in day-to-day operations in the United Kingdom market. It is extremely important, therefore, that all British firms should begin now to familiarise themselves with all those aspects of the EEC—institutions, legislation, trading practices, tariff changes—which will make up the Community environment in which they will be functioning from 1973 onwards.

For many businessmen, with little time to spare, the problem will be where to begin—how to select from a bewildering mass of publications the material that will give them the basic information they need. A good way to start would be to read the series of articles *Britain and the EEC* which has been appearing in *Trade and Industry* over the last six months. Eleven of these articles are now available in a collected edition and can be obtained free of charge from DTI's EEC/EFTA Information Unit.

The series includes background articles on the Treaty of Rome, the European Coal, Steel and Atomic Energy Communities, Community law and regional policy. Practical information, of direct interest to businessmen, is contained in articles dealing with transport, industrial and commercial policy and the free movement of labour. One particularly important article—*Fair Competition in the Community*—deals with Community policy on matters most likely to affect businessmen such as restrictive trade practices. monopolies and mergers. Another useful article provides a guide to the advice and information available from DTI.

The complete list of titles in the collected edition is as follows:

The Treaty of Rome: an outline of its principal provisions.
The European Coal, Steel and Atomic Energy Communities.
The scope and form of Community Law.
Industrial policy and the Community.
The EEC and the free movement of labour.
Common Market transport policy.
Technology and the Community.
Common commercial policy of the EEC.
Fair competition in the Community.
Regional policy and the Community: the Community's concern with regional problems.
Information and advice on the EEC available from the Department of Trade and Industry.

Further articles in the *Britain and the EEC* series continue to appear from time to time in *Trade and Industry* and, in addition to those in the collected edition, the following articles have now been published:

Selling to the Common Market: prepare now for Britain's entry.
Transitional arrangements for industrial tariffs on joining the EEC.
The EEC/EFTA Information Unit.
The secondary legislation of the European Communities.

Copies of the publication and of individual articles can be obtained free of charge from the EEC/EFTA Information Unit, DTI, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 Ext. 3579 or 2479.

Switzerland

VARIABLE IMPORT LEVIES—ALTERATIONS IN TARIFF RATES: In *Trade and Industry*, July 29, 1971, details were published of the rates of the Swiss system of variable import levies for the period July 1 to December 31, 1971. From January 1 to June 30, 1972, the following rates will apply:

Tariff no.	Description	Rate of levy Swiss francs per 100 kg. gross
BN ex 17.04	Sugar confectionery, not containing cocoa (heading 17.04.30):	
	(a)	54.00
	(b)	31.00
	(c)	17.00
	(d)	26.00
BN ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry: unsweetened, without cocoa or chocolate	
	(a)	23.00
	(b)	33.00
	(c)	11.00
	(d)	27.00

Details of the system were first published in *Trade and Industry*, January 6, 1971.

EDB ext. 460/461

Turkey

GLOBAL IMPORT QUOTAS AND LIBERALISATION LISTS: On January 4, 1972, the Turkish authorities announced the new list of global quotas and liberalisation lists for 1972. There is no change in the guarantee deposit rates, which are:

Quota List	25 per cent for importers
	10 per cent for industrialists
Liberalisation List I	50 per cent
List II	40 per cent

There are exceptions for 'chemical fertilisers' under tariff numbers 31.02, 31.03, 31.04; 'composite fertilisers' under 31.05; 'ammonia' under 28.16; 'livestock for studding'; 'private sector investment quota'; and 'refrigerated transport vehicles quota'—the cash guarantee deposit rate in these cases is 1 per cent.

EDB ext. 420/475

There have been a number of simplifications in the import procedure and other changes of interest to British exporters. The value of liberalisation list quotas has been increased from US$ 455 million to US$ 570 million, while the global quota list has risen from US$ 270 million to US$ 400 million. These increases represent additional opportunities for British exporters.

Denmark

REMOVAL OF IMPORT RESTRICTIONS: The Danish authorities have announced that as from January 1, 1972, import licences will not be required for the following goods. This notice amends the list of goods subject to licensing control published in *Trade and Industry*, March 17, 1971, page 619.

Customs tariff heading	Description
ex 07.01 ex 07.03	Spring cabbage, fresh, chilled or provisionally preserved
ex 08.08	Raspberries, fresh or chilled
ex 08.10 ex 20.03	Raspberries, frozen
ex 08.11	Raspberries and red currants provisionally preserved
ex 20.06	Raspberries, prepared or preserved

EDB ext. 458/459/461

GLOBAL QUOTAS FOR 1972: The Danish authorities have announced the following global quotas for 1972:

Quota no.	Customs tariff heading	Description	Quota (1,000 kr)
726	ex 02.01	Meat of sheep and lambs, fresh, chilled or frozen	800
731	ex 04.02	Milk powder for industrial purposes	Free issue of licences
729	04.06	Natural honey	4,200
787	ex 06.01	Bulbs of tulips, narcissi and hyacinths	7,500
779	ex 07.02 ex 07.03	Vegetables, preserved by freezing or otherwise provisionally preserved for industrial use	According to requirements
740	ex 11.01	Wheat flour for the export industry and similar purposes	Free issue of licences
741	ex 11.01 ex 11.02	Semolina for the manufacture of macaroni and maize flour for the manufacture of baking aids	Free issue of licences
795	ex 11.05 ex 11.06 ex 11.08 11.09	Flour, meal and flakes of potato and flour and meal of sago and of manioc, arrowroot and other roots and tubers; starches, inulin, gluten and gluten flour of maize, rice, manioc, tapioca and arrowroot for industrial purposes	Free issue of licences
748	ex 12.01	Rape seed	250
783	16.01 ex 16.02	Sausages, prepared or preserved meat except pate de foie	2,400
798	ex 17.01 ex 17.02 ex 17.03 ex 17.04 ex 17.05	Sugar and sugar solutions for special purposes	Free issue of licences
858	ex 07.02 ex 07.03 ex 20.02	Vegetables, frozen, prepared or preserved, for the manufacture of food for use in aircraft	Free issue of licences
785	ex 07.02 ex 07.03 ex 20.02	Vegetables frozen, prepared or preserved, for other than industrial or special purposes	3,300
760	ex 08.11 ex 20.06 ex 20.07	Fruit pulp and juices of apples, pears, cherries and plums, berries, etc. for industrial use	According to requirements
786	ex 20.03 ex 20.06 ex 20.07	The following fruit, prepared or preserved, for non-industrial purposes: pears, cherries and strawberries and mixtures containing not less than 30 per cent by weight of these fruits—irrespective of the size of the packaging. Redcurrants and blackcurrants and mixtures containing these berries—in packagings of a gross weight exceeding 2 kg. Juices of apples, cherries, raspberries, strawberries, redcurrants and blackcurrants and mixtures containing the juices of these fruits	2,100
851	ex 20.02 ex 20.07	Baby food	1,000
852	ex 20.02	Ready to eat dishes	1,000
859	ex 11.05	Potato flour powder or the like	1,250

EDB ext. 458/459/461

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Syrian Arab Republic

IMPORT REGULATIONS: The Syrian authorities have made the following announcements:

Removal from list of suspended imports. The following items are affected:

Tariff no.	Description
09.03	Maté, raw and prepared
16.01	Sausages (but imports confined to L'Etablissement de Commerce Extérieur des Produits Chimiques et Alimentaires)
23.04	Oil cake extracted from olives

Printed matter. Imports of printed books and other printed material falling within Syrian tariff headings 49.01, 49.02, 49.03, 49.05, 49.06 and 49.10 are now subject to approval of the Ministry of Information.

Textiles. The import of certain types of textile fabrics falling within Syrian tariff headings 53.11, 55.09 and 56.09 is no longer restricted to the Union des Industries de Filature et de Tissage.

EDB ext. 420/475

Lebanon

LEGISLATION ON THE REGISTRATION OF PHARMACEUTICAL PRODUCTS: The Lebanese Government has promulgated by Decree No. 2474 of December 18, 1971, a Bill amending regulations on the registration of pharmaceutical products. The decree, which came into force on December 23, 1971, the date of publication in the Lebanese *Official Gazette*, provides for the can cellation of registrations made before 1965 for the import and local manufacture of pharmaceuticals, drugs and medical preparations, and for a fresh registration to be made. Applications for fresh registration should be submitted to the Ministry of Public Health by March 23, 1972.

EDB ext. 420/475

Republic of South Africa

GATT/KENNEDY ROUND REDUCTIONS: The South African *Government Gazette*, January 1, 1972, gives the final Kennedy Round reductions. These reductions affect the items briefly described as follows:

Ham, reduced from 637c per 100 lb to 1,380c per 100 kg.
Metallic ores and concentrates of vanadium, molybdenum or tantalum, reduced from 2% to 'free'.
Animal or vegetable colouring matter in containers of less than 10 lb net weight each or less than 1 gallon, reduced from 2% to 'free'.
Certain sensitised plates and film, reduced from 11% to 10%.
Certain chemical products for photography packed for retail sale, reduced from 11% to 10%.
Certain ferro alloys, reduced from 16% to 15%.

EDB ext. 471/472/473/462

Republic of Zaire

IMPORT REGULATIONS: National Bank Circular no. 139 of January 13, 1972, announced that with effect from March 1, the maximum prices allowed by the Bank for imported goods should be 3 per cent less than the lowest prices in effect during 1971. Prices not conforming with this condition will be subject to refusal from the agents of the Société Générale de Surveillance. Clarification of this circular is being sought urgently and further details will be published when available.

CRE ext. 2334/3338

Ghana

IMPORT LICENSING: Telegraphic information has been received from the British High Commission in Accra that the following items have been transferred from open general licence to the list of restricted imports: corned beef, evaporated milk, stock fish, sardines, pilchards, mackerel, rice, baby foods, sugar (cube), sugar (granulated), and soap in bars.

EDB ext. 471/472/473

Senegal

GLOBAL QUOTAS: The Senegalese global quotas for the year ending December 31, 1972, were published by the Dakar Chamber of Commerce on January 13, 1972. The closing date for application was January 31, 1972.

EDB ext. 471/472/473/462

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Zambia

NEW IMPORT MEASURES: Telegraphic information has been received about the following new import measures being introduced in Zambia. Further details of these changes will be published as soon as they are available.

Import prohibition. With effect from February 1, 1972, the following goods were prohibited from importation into Zambia:

Birds (dead), horses, fish salted or smoked, tomatoes (tinned), peanuts, salted or roasted, Persian carpets, fur skins (tanned, dyed or dressed), all copper manufactures of a kind produced or manufactured in Zambia, metal filing cabinets, amusement machines, paper bags (all types), aerosol insecticides, beer, mangoes, mushrooms, vegetables (tinned).

Customs tariff amendments. Import duties on a wide range of items have been increased. The main items affected and the changes in the rates of duty are as follows:

Pet foods from free to 30%
Beans (dried) from free to 15%
Coffee (not in bulk) from 20% to 30%
Potatoes and artichokes (fresh) from free to K0.04 per kg
Ravioli and canneloni from free to 30%
Meat pastry from free to 30%
Pastry, biscuits from 30% to 50%
Marmalades from 30% to 50%
Jams, jellies from 30% to 50%
Puddings, cakes from 30% to 50%
Cider from K0.07 per litre to K0.50 per litre
Tobacco (pipe) from K1.70 per kg to K2.00 per kg
Spirits: average increase of 40%
Perfumery from 75% to 100%
Sanitary and toilet articles from free to 15%
Travel goods from 50% to 75%
Air conditioners (self contained types) from 30% to 75%
Refrigerators from 30% to 50%
Domestic dish washers from 75% to 100%
Washing machines and ironing machines from 75% to 100%
Broadcast receivers from 50% to 75%
Cars of value for duty purposes exceeding K1,000 but not exceeding K2,000 each: a rate per centum calculated by subtracting 500 from the figure representing the value for duty purposes expressed in Kwacha and then dividing by 10
Cars of value exceeding K2,000: a rate per centum calculated by dividing by 10 the figure representing the value for duty purposes
Cameras (non medical or technical) from 50% to 75%
Projectors from 50% to 75%
Sound recorders and reproducers from 50% to 75%
Gramophones from 50% to 75%
Records from 30% to 75%

Import surcharge. A general surcharge of 5 per cent has been imposed on all dutiable imports.

EDB ext. 473/472/471/462

Algeria

IMPORT PROHIBITIONS: The Algerian *Journal Officiel* of December 24, 1971 announced the introduction of new import prohibitions. With effect from December 22, the items listed below could no longer be imported into Algeria (the majority of these items fall within the consumer goods category):

ex 01.06, ex 02.03, ex 02.04, ex 03.02, 03.03, ex 04.04, 05.07, 06.03, 06.04, ex 07.01, ex 07.04, ex 16.02, 16.04, 16.05, ex 17.04, ex 18.06, ex 19.08, ex 20.02, ex 20.03, 20.04, 20.06, 21.04, ex 22.01, 22.02, 22.07, 22.09, 25.15, 25.16, ex 42.02, 43.02, 43.03, 43.04, ex 44.15, 44.19B, ex 44.27, 50.09, 50.10, 58.01, 58.02, 58.03, ex 60.03, ex 60.04, ex 60.05, ex 61.02, ex 61.04, 61.05, ex 61.06, ex 61.07, ex 61.08, ex 62.02, ex 64.02, ex 64.04, ex 65.01, ex 65.02, 66.01, ex 66.03, 67.01, 68.01, 69.10A, 69.13, ex 70.13, ex 70.14, 70.19D, 71.01, ex 71.02, ex 71.03, 71.13, 71.14, 71.15, ex 73.40, ex 74.19, ex 76.16, ex 82.09, ex 82.14, 83.06, ex 90.03, ex 90.04, ex 91.01, ex 91.02, ex 91.04, ex 91.09, ex 91.10, ex 94.03, ex 97.04, ex 98.04, ex 98.11, ex 98.14.

EDB ext. 420/475

Guyana

OVERDRAFT FACILITIES FOR FOREIGN COMPANIES: On instructions from the Bank of Guyana, all 'alien' companies (ie foreign controlled companies and local companies having at least one non-Guyanese director on the board) have been advised that with effect from March 1, 1972, overdraft facilities can be granted only with the approval of the Central Bank.

CRE ext. 2293

Turks and Caicos

TARIFF CHANGES: There have been changes in the Turks and Caicos Customs Tariff. British exporters who wish to inquire about these should indicate the goods in which they are interested.

EDB ext. 455/456/457

Bahamas

BUILDING CODE: The Buildings Regulations Act, 1971, which came into effect on November 1, 1971, introduced for the first time a fully comprehensive Bahamas Building Code, which sets out minimum standards for the design and construction of buildings and provides a list of approved building materials. A copy of the code is available for inspection at Export Data Branch. (Room E.14) Any queries concerning the new code should be addressed to: the Building Control Officer, Ministry of Works, P.O. Box N8156, Nassau, Bahamas.

EDB ext. 457

Brazil

DUTY CHANGES: The following customs duty changes have been introduced by the Brazilian authorities:

Reduction on polyester sheets. Brazilian Customs Policy Council Resolution No. 1200 reduces the import duty on 'microporous polyurethane polyester sheets' falling within Brazilian tariff heading 39.01.04.99 from 85 per cent to 15 per cent *ad valorem*, c.i.f. A certificate guaranteeing the type and specification is required.

Increase on methyl alcohol. Brazilian Customs Policy Council Resolution No. 1191 increases the duty on Brazilian tariff heading No. 29.04.13.00—'Methyl alcohol (Methanol)' from 30 per cent to 50 per cent for a period of one year from December 16, 1971.

Reduction on tyres. Brazilian Customs Policy Council Resolution No. 1188 reduces the duty from 85 per cent to 15 per cent *ad valorem* c.i.f. on the following sizes of tyres for earth-moving and road construction and maintenance machinery (tariff heading 40.11.01.03): 24.00 × 35, 27.00 × 33, 29.50 × 29, 29.50 × 35, 33.50 × 39. The reductions remain in force until December 16, 1972.

Cellulose ethers. Brazilian Customs Policy Council Resolution No. 1149, in force from December 3, 1971 for one year makes the following amendments to the Customs Tariff:

Tariff no.	Description	Duty ad val c.i.f.
39.03.07.06	Hydroxypropylmethylcellulose	increased from 15% to 30%
39.03.07.04	Hydroxyethylcellulose	reduced from 37% to 30%
39.03.07.99	Hydroxyethylmethylcellulose	reduced from 37% to 30%

EDB ext. 474/476/7312

Peru

PROHIBITIONS: Peruvian Directorial Resolutions, No. 2283-71-IC-DGI-DECI of December 31, 1971, and No. 026-72-IC-DGI-DECI of January 7, 1972, add some more products to the National Register of Manufactured Products. Importation of items on the Register is prohibited when local suppliers can meet demand. Part of each of the following tariff numbers is affected:

02.06	04.03	04.04	11.08	16.01	16.02	17.02	19.02	21.02	
23.02	23.07	28.31	30.03	33.06	34.01	38.12	40.08	40.09	40.14
61.01	64.01	64.05	73.11	73.12	73.18	73.29	76.02	76.12	83.15
84.41	84.59	84.61	85.04	85.13		85.23	90.01	90.17	

EDB ext. 474/476/7312

Mexico

TARIFF CHANGES ON MACHINERY AND ELECTRICAL EQUIPMENT: With effect from Janaury 1, 1972, import duties on all goods covered by Chapters 84 and 85 of the Brussels Nomenclature have been amended. British exporters with inquiries should specify the products in which they are interested.

EDB ext. 474/476/7312

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

United States

IN VITRO DIAGNOSTIC PRODUCTS: The rapid growth in development of these products, combined with their increasing use, has led the US Food and Drug Administration to conclude that (except for those subject to licence) they need closer scrutiny because of the possibility that inaccurate and unreliable results may be obtained. In the near future, therefore, appropriate regulations will be proposed. For the interim period certain guidelines have been laid down. (FR 19.1.72)

CRE ext. 2397

SPECIAL PACKAGING: In *Trade and Industry*, December 16, 1971, notice was given of the adoption of a testing procedure for special packaging. The procedure has now been slightly amended with effect from January 20, 1972. (FR 18.1.72)

EDB ext. 455/456/457

TOY SAFETY: The Commissioner of Food and Drugs proposes to amend the Federal Hazardous Substances Act so as to ban electrically operated toys with unacceptable electrical, mechanical and/or thermal hazards. Comments should be submitted (preferably in quintuplicate) by March 21, 1972, to the Hearing Clerk, Department of Health, Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Md 20852. (FR 21.1.72)

CRE ext. 2397

CARE LABELLING OF TEXTILE PRODUCTS: The *Board of Trade Journal*, November 19, 1969, gave notice of a proposal by the Federal Trade Commission to promulgate a trade regulation rule relating to the care labelling of textile products. The Commission has now announced details of the rule, which will become effective from July 3, 1972. Consideration was given to the use of symbols on care labels but the Commission decided that the rule should require words and phrases. (FR 16.12.71)

EDB ext. 455/456/457

IMPORT DUTIES ON GLASS: The President of the United States has announced that he will delay for 90 days the first of three scheduled reductions in the 'escape clause' rate of import duty on window glass which was due to take place on January 31. This action has been taken to provide the President with additional time in which to study new findings on the glass industry. In its most recent report to the President the Tariff Commission was evenly divided as to whether the domestic glass industry was suffering injury from imports of sheet glass as a result of previous tariff concessions. With respect to plate and float glass, rolled and polished wire glass, and tempered glass the Commission found unanimously that there was no injury.

CRE ext. 3365

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1970-71 was £3,225 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 1-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel: Belfast 31743/4 (Code: 0232 31743/4) Telex 74577

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham B15 3DL Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. Central 3056. (Code: 041-221 3056) Telex 77130.

Leeds
The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Central 8861. (Code: 061-236 8861) Telex 667756.

Newcastle upon Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

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Department of Trade and Industry

Offices providing services for British exporters

Headquarters

Export Services Division
Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow, C.3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
29a High Street, Inverness
Tel. Inverness 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL
Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

North Wales District Office
Government Buildings, Dinerth Road, Colwyn Bay, Denbs.
Tel. 0491-44261

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI N TYNE

Yorkshire and Humberside Regional Office
City House, New Station Street, Leeds, LS1 4JQ
Tel. Leeds 38232. Telex 557470 DTI LEEDS

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Five Ways House, Islington Row, Birmingham, BI5 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House
Cranbrook Street
Nottingham NG1 1ES
Tel. 0602 46121. Telex 37143 ECONAFF NOTTM.

South-Western Regional Office
The Pithay, Bristol, BS1 2NE
Tel. Bristol 21071. Telex 44214 DTI BRISTOL

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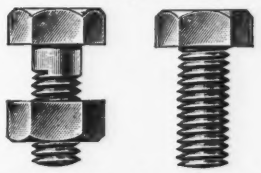

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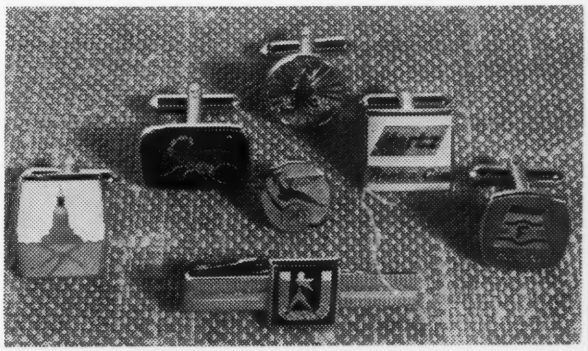

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